

# The National Provisioner



CONVENTION NUMBER

American Meat  
Packers' Association



OCTOBER 12, 1907

VOLUME 37

NUMBER 15

NEW YORK AND CHICAGO



OPEN. Showing Dumping Feature



CLOSED. In Action

## Brecht's Patented Steam Cooking Box

**INDISPENSABLE FOR PACKERS AND SAUSAGE MAKERS**

UP-TO-DATE PACKERS AND SAUSAGE MAKERS have long felt the necessity of this invention to overcome the many disadvantages and losses of cooking meats in the

### OLD WAY

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### NEW WAY

of cooking all meats, such as Heads, Lights, Pigs feet, Skins, Livers, Hearts, etc., used in manufacture of sausages and other purposes. There is no loss of meats, greases or gelatine whatever. Meats come out clean, pig skins, etc., free from fat hanging on them and the greases, lard and gelatine are caught in the bottom of box and there drawn off—saving a great amount of labor and avoiding the many losses sustained by cooking in the old way.

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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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## GREAT GATHERING OF MEAT MEN

Second Annual Convention of the American Meat Packers' Association at  
Chicago, October 7, 8 and 9, Begins New Era for the  
American Meat Industry

### Most Remarkable Meeting in History of the Trade

"Now all pull together!"

The watchword for the second annual meeting of the meat packers of America was caught up by the enthusiastic membership and echoed from one end of the country to the other. There seemed somehow to be an inspiration in it deeper than the words might suggest. And yet the words did suggest the very secret of the remarkable success of the convention and of the Association—and that was that the meat interests of the United States, after many years of straying like a flock without a shepherd, at last found their fold.

And how they did flock into it! The gathering of the meat men at Chicago this week will never be forgotten in the trade—though future conventions may excel it in numbers or in volume of enthusiasm. It was the quality of the enthusiasm, the depth of the spirit shown, that counted this time and that can never be surpassed.

But it would not do to carry the simile of the sheep further, for the crowd that packed the convention hall at Chicago did not seem to possess any particular amount of meekness or lack of initiative. The initiative supplied a year ago by THE NATIONAL PROVISIONER, when it called the meeting which resulted in the formation of the Association, seemed to have leavened the whole mass of the meat trade throughout the country.

The splendid campaign conducted by Secretary McCarthy

and the members of the Executive Committee in advance of this second convention certainly achieved its object. Already interested by the splendid results accomplished for the trade during the year by the Association's officers, the rank and file were stirred up by the Secretary's bulletins and led to expect great things of this gathering.

And their expectations were a good deal more than realized! They had to get together in the convention, and in the social sessions before and after, to find out what the value of the association really meant. They knew a lot had been done for them during the year by their officers and committees, but the full meaning of it did not appear until they came face to face and hand to hand at Chicago this week. And then—well, it can't be described. One must have been there to know.

The sum and substance of it all is that the packing interests of the country were by this meeting thoroughly and permanently welded into one effective organization. If there were any who were inclined to scoff or to sneer at the American Meat Packers' Association before this Chicago meeting, they will certainly "sing small" hereafter.

The band wagon is rolling merrily along, and if there is anybody in the packing business, or affiliated with it, who is not riding thereon, a look behind will probably discover him "running like hell to catch up!"

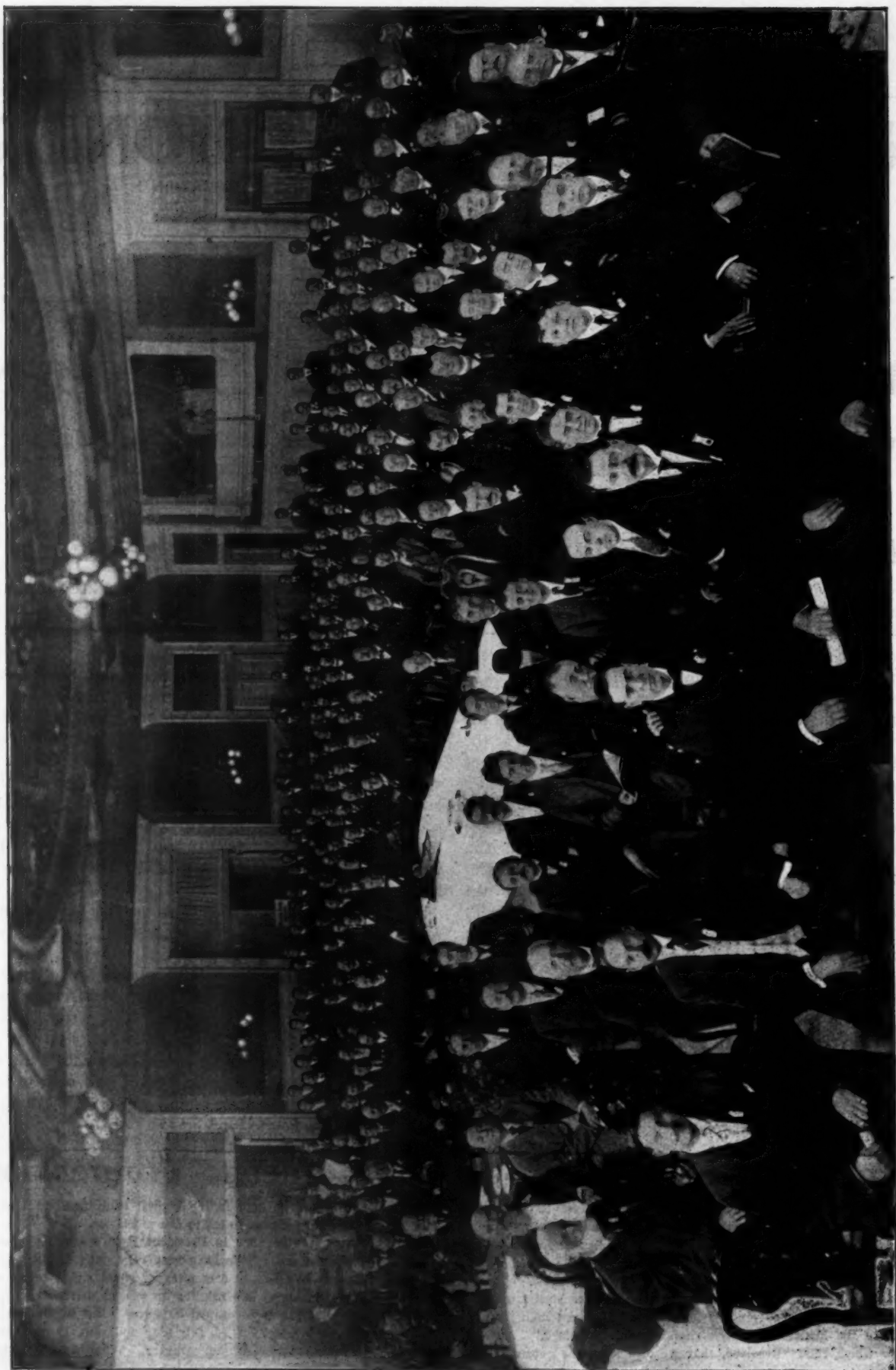
### Some Features of the Historic Chicago Convention

It may be said that, aside from the realization of the value of organization, there was a sort of double key-note to the convention. It was: first, the duty of the trade to the public; and second, the duty of the public to the trade.

The first was well expressed in one of the resolutions adopted which said: "Resolved, that this Association pledges itself to labor as a whole for the benefit and advancement of the meat industry and to elevate the business to the highest possible standard." And in another which ran: "Resolved, that we owe it to the consumers to keep them fully acquainted as to our methods of handling meat products; that our packinghouses should always be open to public

inspection, and should be kept in the highest sanitary condition; so neat, clean and wholesome as to invite commendation."

The other note was sounded in President Ryan's stirring opening address, when he declared: "We have been very patient, but we are not pusillanimous. We live in a country of equal rights to all and special privileges to none. We ask for no special privileges or protection; we feel amply able to protect ourselves. But in the conduct of our business we demand justice, fair play and equality, as American citizens, under the laws of our country. What we are looking for is a square deal. We ask no more, and we resolve certainly here to-day to take no less!"



MEMBERS OF THE AMERICAN MEAT PACKERS' ASSOCIATION IN CONVENTION AT CHICAGO, OCTOBER 7 AND 8, 1907.

It may be added, parenthetically, that these last words do not apply to the public so much as they do to the politicians. And that brings to mind the very effective dressing-down President Ryan gave to Senator Beveridge of Indiana for the senator's continual assaults on the meat industry. General Ryan even went so far as to intimate that Senator Beveridge might discover, the next time his constituents had occasion to commune with him at the ballot box, that they did not entirely approve of his persistent and malicious war on America's chief food industry. Which intimation was received by the convention with every evidence of approval.

The convention, by resolution, defined its attitude on many important matters. Besides its declaration of its duty to the public, and its demand for fair play and a square deal, it came out squarely in favor of such reciprocal tariff legislation by Congress as will open a foreign market to our surplus meat products. It was made plain that the welfare of the meat trade, and of the home consumer as well, depends very largely on the opening of such an outlet.

The Association expressed by resolution its hearty approval of the principle of the federal meat inspection and pure food laws, and pledged its aid to the government officials in the rational enforcement of such laws. It particularly expressed its thanks to Secretary Wilson and all the officials of the Department of Agriculture who have had a part in the carrying out of the meat inspection regulations, for their fairness in their dealings with the trade.

A desire for continued cordial relations and effective co-operation with the livestock raisers of the country was also expressed. The same sentiment was expressed toward the retailers, who were characterized as "by far the most important branch of the meat industry."

The Association declared unequivocally in favor of publicity in all the operations of the trade, and for an attitude of perfect frankness toward the public in all things. In return, the public was asked to be as fair to the trade.

The unanimity and enthusiasm with which the Association selected its officers for the ensuing year was another indication of its harmony of feeling and earnestness. One of the ablest and most upright of the younger generation of packers was selected to head the organization for the second year of its existence. The splendid impression he made as chairman of the Executive Committee during the past year was a strong recommendation for his choice. One of the leaders of the industry in the Southeast was chosen for second place, while no more popular selection for treasurer could have been made than that of Cincinnati's leading pork packer. Secretary McCarthy earned his re-election, as did Charles Rohe, of New York, his place at the head of the Executive Committee. This committee as newly made up includes some of the most faithful and efficient workers of the old board, and much is expected of it.

The officers elected are:

President, James S. Agar, Western Packing & Provision Co., Chicago.

Vice-President, Benjamin W. Corkran, Jr., Streett & Corkran, Baltimore, Md.

Secretary, George L. McCarthy, THE NATIONAL PROVISIONER, New York.

Treasurer, Joseph L. Roth, J. C. Roth Packing Co., Cincinnati, O.

Executive Committee: Charles Rohe, Rohe & Bro., New York, chairman.

John J. Felin, J. J. Felin & Co., Inc., Philadelphia, Pa.

Matthew Danahy, Danahy Packing Co., Buffalo, N. Y.

Michael Ryan, Cincinnati Abattoir Co., Cincinnati, O.  
Joseph Allerdice, Indianapolis Abattoir Co., Indianapolis, Ind.  
James L. Garneau, Waldeck Packing Co., St. Louis, Mo.  
Frederick Fuller, G. H. Hammond Co., Chicago.

The fraternal spirit existing was evidenced by the presence of former United States Senator W. E. Harris of Kansas, representing the livestock interests; National President Chas. Munkwitz and J. E. Linehan of the United Master Butchers of America, representing the retail butchers; and Messrs. Austin Gough and Leonard Cross of Southampton, England, representing the meat trades of Great Britain.

The sessions of the convention were notable for their harmony and for their valuable features in the way of papers and addresses, complete reports of which will be found in this issue of THE NATIONAL PROVISIONER, the official organ of the Association. It is probable that, just as no gathering of meat men in the United States ever before represented the industry so completely as did this, so no previous gathering ever produced so much of practical information for those who attended it.

The social side of the meeting was as great a success. Besides the immense moral value of acquaintanceship and personal association, the actual money value of getting together and getting acquainted was discovered to more than counterbalance any expense or loss of time taken for the trip. The active members—packers and curers—found this out, and so did the associate members, those concerns not directly engaged in packing or curing, but doing business with the active membership. In fact, the innovations devised by the Association officers for the benefit of these associate members were as beneficial as they were novel.

The hospitality of the Chicago entertainment committee and local members was a fitting climax to the whole affair. From the time the visitors struck town until they left they were not left alone for a minute, and the brand of Western hospitality that was handed out established a record that can never be excelled.

And that banquet! Old King Hal, big eater that he was, never saw anything like it. Nor did anybody else, in Merrie England or in the New World. Soberly (for this is written some days afterward) there probably never was another such banquet given, certainly not at a trade convention, and very likely nowhere else in this country.

It would be unseemly bragging to tell what it cost per plate, but it is not improper to give some idea of what it cost the banquet committee in labor and pains. There were others also who labored and were pained—in the pursuit of and failure to get banquet tickets. If there are any such who were justly entitled to such tickets, and did not get them, let them console themselves with the thought that the slight was not intentional, and that nobody enjoyed less of the material good things of the banquet than the hard-working members of the committee themselves. They were indeed workers and waiters, not eaters.

The banquet was given by the Chicago members of the Association to the visiting members, and paid for by the Chicagoans out of their own pockets. From Chairman John Roberts down, the members of the local committee deserve the greatest praise and commendation, for with that great spread and with the day's entertainment in Packingtown which followed it, the American Meat Packers' Association put a fitting finish to the greatest gathering of meat men this country has ever seen.

Let the trade show its appreciation by its good work for the cause during the coming year.

## Proceedings of the Convention in Detail

### FIRST SESSION

The association was called to order on Monday at 10:25 A. M., the president, General Michael Ryan, presiding.

**THE PRESIDENT:** There are several delegations to this convention which are on their way here this morning, but their trains have been delayed—Baltimore, Philadelphia, St. Louis and Buffalo—but they will be here in good time to participate in the deliberations of the convention, and as there are a great many important matters to be considered within the limited time, it is thought best to proceed with the business of the convention. I will open it at once. You will, therefore, gentlemen, now come to order as a meeting of the American Meat Packers' Association.

I have the pleasure of introducing to you Mr. B. J. Mullaney, who is delegated to represent his honor the Mayor of Chicago, in welcoming you to this city. Mr. Mullaney, gentlemen. (Applause.)

**MR. MULLANEY:** Mr. President and Gentlemen of the American Meat Packers' Association: I am here simply to convey to you Mayor Busse's regret that he is unable to be with you this morning personally, and to bid you welcome in his name.

It is a pleasure personally to be able to do this, because I had the honor of sitting a part of the time when this association was organized, and on that account have some conception of what it is intended to do and of what a fine body of men it is. It is particularly appropriate that your association should meet in Chicago, which is

practically, I might say, the cradle of the packing industry, and we of the present city administration are particularly delighted to welcome to the city the men who represent the industry that you are engaged in. We hope you will stay here long enough to see the difference between now and other days.

The difference is one that should appeal particularly to men in your business after what you have gone through in the last couple of years. To make it a little clearer what I mean, it is not a crime any longer in the city of Chicago, and has not been since last April, to be engaged in a legitimate business. (Applause.) It is not a penitentiary offense in this town any more to make a business successful and to operate it at a profit. You gentlemen, more than perhaps almost any gathering of business men



that could be assembled in this country, appreciate what that means.

I do not want to take up your time, gentlemen, because you have a lot of business to transact. I simply want again, in behalf of the Mayor, to say that we are glad you are in Chicago, and to hope that you have a good time, and if in having your good time, any of you go a little too far, why let us know about it, and we will try and fix it up. (Applause.)

THE PRESIDENT: Mr. Mullaney, in the name of and on behalf of the association, I thank you, sir, for your graceful words of

welcome conveying the good wishes of your chief magistrate to this association. It is indeed meet and proper and eminently fitting that the first great annual convention of the meat packers of the United States should be held in the greatest meat city of the world, the city of Chicago. (Applause.) And your kind welcome is in keeping with the size and prestige and the enterprise of your great metropolis, and in keeping with its reputation for warm-hearted hospitality and kindness.

Once more, we thank you, Mr. Mullaney, for your kind expressions.

## PRESIDENT RYAN'S GREAT KEYNOTE ADDRESS

Gentlemen of the American Meat Packers' Association: This, indeed, is a magnificent spectacle. It exceeds our most sanguine expectations, and I do not think that it is too early in the proceedings to render honor where honor is due to the one man who almost alone and unaided has worked up this splendid demonstration.

### A Proud Day for Secretary McCarthy.

Gentlemen, this is indeed a proud day for your worthy secretary, Mr. George L. McCarthy. (Applause.)

Gentlemen, one year ago a couple of score of packers met here for the purpose of forming a national organization. How little did we think then that the acorn then planted would so soon grow into a mighty oak, with branches spreading in eighty cities and thirty States of this Union. It happened, too, that we organized on the very day on which the celebrated meat inspection law went into full force and effect.

You know that law was passed under a pressure of great public excitement and indignation, for the purpose of correcting evils in the packing trade, and perhaps, too, for punishing the packers. You know that that law was made just as drastic and severe as it could be made. It was quite freely predicted on many sides that the law would not be obeyed by the packers, that they would seek to tie it up in the courts, and a long-suffering public would still remain their victims; and some eminent lawyers gave it as their opinion that the law was unconstitutional.

But, gentlemen, notwithstanding that the enforcement of that law entailed the expenditure of immense sums of money to reconstruct and to remodel our plants, notwithstanding that that law—many of them—were impracticable and annoying and harrassing, yet to their honor and credit be it said that not a single packer throughout this country, big or little, sought to enjoin the operation of the law, in court or otherwise, but cheerfully as good American citizens determined to obey that as every other law of the country. And we have done it cheerfully and willingly, gentlemen, and it has been in operation one year. We have no sores to heal, no heartburnings, no thorns rankling in our breasts for the hard things that have been said about us, for we know that deep down in the hearts of the American people is a love of fair play which will assert itself in time. And it has asserted itself to many—very many—of the American public who were against us at the start.

### Abuse of Packers Was Carried Too Far.

I say to-day that the abuse of the packers was carried to far, and that as good results could be obtained by milder and more friendly methods. (Applause.) And I believe, gentlemen, that I express the sentiment of a majority of the packing trade when I say that, with some modifications, some amendments, some elimination of present provisions, we believe the meat inspection law as a whole is a good thing. (Applause.)

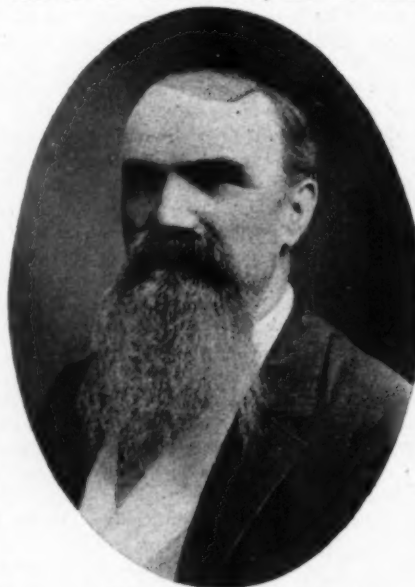
We believe that it is good for the country, as it gives the people confidence in the wholesomeness and healthfulness of the meat that they eat; and we believe that it is a good thing for the packing trade of the country, as it puts the butcher and the pack-

ing business on a higher and more respectable plane, more so than ever it occupied before.

It was indeed fortunate, gentlemen, that the enforcement of that law fell into the hands of officials who proved to be men of good, sound judgment, discretion, common sense and admirable executive ability. In our relations with the authorities we found them to be friendly. They co-operated with the packers in every way in eliminating the impracticable regulations, and modifying many of the oppressive ones, so that on the whole the law was made to work smoothly. And I believe I can say here in this presence: "All honor to the Department of Agriculture and the Bureau of Animal Industry, from Secretary Wilson down." (Applause.)

### Praise for Government Officials.

I will also say that a delegation from this body was appointed to wait on the President of the United States, and the Chief



GENERAL MICHAEL RYAN

(Cincinnati Abattoir Co.).

Retiring President of the Association.

Executive received your committee in a most friendly and considerate manner, and he promised that fair play should be shown the packing industry.

Of course, gentlemen, there are in that inspection law some oppressive and unjust features. One of them is its requirements with regard to the post-mortem inspection of stock. That is a clause which the packers believe is a rank injustice; but that is so serious and important a matter that I will not speak of it in this opening address, but perhaps will have something to say on that point during the proceedings of the convention.

There is another matter, gentlemen, which deserves at my hands and yours most serious consideration, and that is the attempt that has been made and undoubtedly will be renewed in Congress at the next session, to

put the cost of the inspection, the post-mortem inspection of animals, upon the packers, amounting to three or four million dollars annually. I think I can say that you would be bearing, that you would have been bearing that burden now were it not for the able and efficient work of your excellent secretary, and the efforts of a few members of the Executive Committee in the month of February last. (Applause.)

Gentlemen, we all feel that we are bearing more than our share of burdens in upholding this meat inspection law. We have gone to great expense in building up our plants, and we are daily incurring losses on the condemnation of livestock, and this additional load put on the packers will no doubt be the last straw that will break the camel's back among all the smaller packers, for to stand it is impossible.

### Advertising That Was Expensive.

A certain United States Senator who has been conspicuous in leading violent attacks on the packing industry has said that the packers derived so much benefit, so much advertisement from this inspection law that they can well afford to pay the cost of it. Well, gentlemen, we have had some advertising of late; we had an advertisement that for a while paralyzed the great American meat industry, and I fear permanently crippled an important and profitable branch of it. We have had an advertisement that cost the American packers, the dealers, the jobbers, the grocers, not only in this country but in Europe, millions and millions of money and drove some of them to the very verge of bankruptcy.

We have had an advertisement worse than that, that put shame and humiliation on the American packers in the eyes of the world, and undeservedly so. Another such advertisement as that, and there will be very little left of the packing business for the knockers to knock at.

*I want to ask a question right here: Does the honorable and distinguished gentleman, Senator Beveridge, truly and fairly represent his constituents in the uncorrelated, the false and apparently vindictive attacks he has been making on the packing industry? Perhaps he does represent his constituency, and perhaps he does not, but, gentlemen, that question will be most satisfactorily answered for the distinguished gentleman the next time he has a heart to heart talk with the people who honored him so highly.*

### Words for Stockmen and Retail Butchers.

Gentlemen, I think this a very proper time for us to extend our expressions of goodwill, friendship and best wishes to that great allied industry, the growers and the raisers and the shippers of livestock in this country (Applause); the men who by their industry, energy and enterprise have aided so materially in building up the agricultural commerce of our country; the men who make it possible for the American people to have the best and the most wholesome meat in the world as their daily diet on their tables. We have made the United States of America the great butcher shop of the world. (Applause.)

The interests of the packers and the interests of allied stockmen are so interwoven that anything that is detrimental to one is certainly injurious to the other. Therefore, having mutual interests, it behooves them to stand shoulder to shoulder, hand in hand, in opposition to any proposed measure which may be inimical or injurious to either industry.

There is another class of men we should remember here to-day, and they constitute perhaps some of our most useful citizens. They are the retail butchers and meat dealers of this country. They are as necessary to the packer as the right arm is to the whole body. I know of no class of men who work harder, put in longer hours, take greater risks and derive less remuneration for their labor than the retail butchers and meat dealers, and they deserve from the packers at all times and under all circumstances their



hearty co-operation, support, encouragement and protection.

But, gentlemen, to the all, our greatest obligation is to the general public. We have to depend on the public for everything. We have endeavored to serve them faithfully and loyally in the past, and we propose with renewed efforts and with renewed energy to serve them faithfully and satisfactorily in the future. We ask of the public, however, just one thing, and that is that they will take the packers and the butchers for what they know them to be, instead of what they are represented to be by idle gossipers and scandalmongers. (Great applause.)

Gentlemen, I congratulate you on the fact that you are no longer a number of scattered units. You are now coming together as a national association with bonds of mutual interest, friendship and good fellowship. Never again, never again will we permit ourselves to be abused and ridiculed with impunity before the country.

#### Demand and Will Have a Square Deal.

*We have been very patient, but we are not pusillanimous. We live in a country of equal rights to all, and special privileges to none. We ask for no special privileges or protection, we feel amply able to protect ourselves. But in the conduct of our business we demand justice, fair play and equality, as American citizens, under the laws of our country. What we are looking for is a square deal. We ask no more, and we resolve certainly here to-day to take no less.* (Great applause.)

Gentlemen, it is an inspiring sight to me to see a national gathering such as this of a representative body of American citizens who represent here every type of the American character, gathering under this roof in numbers many, but in spirit one. We represent not only the great meat industry of America, but nearly every shade of political and religious opinion. You are Protestants and Catholics; in politics you are Democrats and Republicans and Populists and maybe other parties. You are Irish by descent, and English and Scotch and German and Spanish and Italian, and descended from other great races. But we stand here to-day all together on the great broad platform of American citizenship and in a common interest in a common country. (Loud and continued applause.)

We yield to no other class of people in our love for our dear country. We love that flag of ours that has been ever carried to victory and never to defeat. We love our country's history, a thousand memories, a thousand events going to prove the heroism and the valor of Americans on land and sea.

#### The Peaceful Conquest of Trade.

We are essentially a peaceful nation. We love conquest—conquest, however, not by the sword, but by the human civilizing tendencies of trade, commerce, science and art. With these we propose to invade every country and every clime. We have here a broad domain, a diversified soil and climate, having the richest raw materials of any nation on the face of the earth. We have here the brain and the muscle and the skilled hands to manufacture, to furnish, to mold these raw materials so as to make the American product stand first in quality in the markets of the world.

Our purpose is to see to it that our great country stands in the van of nations in the grand march of trade and commerce and science and art and invention and discoveries and everything else that blesses and ennobles and elevates common humanity. (Applause.)

In our proceedings I appeal to you for order and decorum in the transaction of our business. We will have intermissions from time to time to rest up a little bit, but during the business sessions of the convention, in order to proceed promptly to business it is necessary to have order and decorum and attention to everything that is said and done.

Our secretary, Mr. George L. McCarthy, has a motion to make which you will now hear.

#### Resolutions Referred to Committee.

THE SECRETARY: Mr. Chairman and Gentlemen: (Loud applause and cries of "speech!") Doubtless there will be a number of resolutions offered during the meeting, and unless we proceed with them in an orderly manner they are likely to take up a great deal of our time unnecessarily, and I therefore want to make the motion that all resolutions which may proceed from this meeting shall be referred to a committee on resolutions of five, without debate. Seconded.

THE PRESIDENT: Gentlemen, you have heard the motion that is presented by the secretary, Mr. McCarthy, that all resolutions presented to this convention shall be referred to the Committee on Resolutions, when appointed, without discussion or debate. Are you ready to vote on that question? All

those in favor of the motion will say "Aye." (Many ayes.) Those opposed, "No." (No response.)

The ayes have it, and it is carried.

THE SECRETARY: Now, Mr. Chairman, I move the reading of the minutes of the previous meeting be dispensed with. Motion seconded.

THE PRESIDENT: Gentlemen, you have heard the motion that the reading of the minutes of the previous annual meeting be dispensed with. Are you ready for the question? All those in favor of the motion will say "Aye." (Many ayes.) Those opposed "No." (No response.) The ayes have it.

THE PRESIDENT: The next order of business is the report of the Executive Committee. Mr. McCarthy as the secretary of that committee will now read that report.

### REPORT OF THE EXECUTIVE COMMITTEE.

To the Members of the American Meat Packers' Association:

Your Executive Committee begs leave to report as follows:

This organization was formed in the Grand Pacific Hotel, Chicago, Ill., October 1 and 2, 1903. Acting upon a call issued by THE NATIONAL PROVISIONER, 61 concerns sent representatives to the meeting, and there was a total attendance of 70. Of the concerns represented 50 qualified as members and these formed the nucleus of the organization.

A great portion of the time of the initial meeting was devoted to discussions as to the advisability of forming a national association among the packing-houses and allied industries, and as the sentiment in favor of the proposition was unanimous, more time was consumed in perfecting the details of or-

their forms cannot be considered by the association, for it would be unlawful to do so, but there are literally hundreds of subjects which can be discussed and acted upon for mutual benefit.

We hope this feeling of co-operation will be continued and strengthened. The packinghouse industry has enough to contend with, without there being any bitterness and animosity among those engaged in it. To be effective, however, every member of this association should feel and so act that we can work earnestly together in the common cause, and should continue the policy of not fighting every other packer upon every conceivable question, however small.

Coincidentally and accidentally, this association was organized upon the same day that the new meat law went into effect. Owing to the fact that the regulations for the enforcement of that law were of very serious importance to all inspected establishments, a committee was appointed to confer with government officials with a view to conferences between those having the enforcement of the law in hand and the packers, to the end that the spirit and letter of the law might be obeyed without serious injury to the interests at stake. Your special committee appointed for this purpose will report in detail as to the work undertaken by it, and will tell you what has been accomplished.

#### Why Beveridge Amendments Were Opposed.

The Beveridge amendment to the meat inspection law, placing the cost of inspection upon the packers, came up for action in Congress since our last meeting, and was coupled with another amendment by the same author requiring the dating of all inspection labels used on cartons, canvas, boxes or other packages. The label amendment passed the Senate unanimously, but the cost of inspection amendment was ruled out of the Senate upon a point of order. Both were defeated by action of the conference committee in Congress. Your special committee took an active part in defeating these measures, and on this subject it will report in detail.

We were opposed to the amendment to place the cost of inspection on the packers because if passed it could result in no ultimate good. It would have disorganized trading conditions, would have eventually resulted in higher prices for meat, and would have been disastrous to the smaller packers of the country, while largely increasing the amount of uninspected meat products going into public consumption.

As was the case last year, we desire to place this association on record as being heartily in favor of the meat inspection law, and it is always ready to do anything possible to safeguard the public health and to improve the meat products of the United States. We would strongly urge upon Congress and legislatures that legislation affecting the principal food product of our entire country, as well as that of a very large number of people in foreign lands, should be most carefully considered before action is taken. We say this with no idea of delaying prospective legislation, but because every unnecessary burden placed upon the packer must increase the cost of production, and therefore the cost to the consumer.

#### Sober Judgment in Food Legislation.

Dealing as we do with the most important food product in the country, and representing America's greatest food industry, we respectfully urge upon the American people the necessity for calm, sober judgment in the passage of laws affecting the manufacture of food. Our product is a perishable one, affected by many conditions, and produced at a very



GEORGE L. MCCARTHY  
(The National Provisioner, New York),  
Secretary of the Association.

ganization. There was considerable discussion upon practical topics connected with the meat industry, and the meeting adjourned with the working outline for a vigorous and successful association of meat packing and allied concerns.

The association was incorporated under the laws of the State of Illinois. This was done not only to give character to the association, but as a measure of protection to our members.

#### Benefits Which Have Come from Organization.

We believe we are safe in saying that the formation of this association has resulted in a better feeling among the concerns which are members of it. Where before there was discord and strife, there is now harmony; there seems to have been a general response to the suggestion that much may be gained for the industry, individually and collectively, by having such an organization to direct matters of mutual interest. Credits and competition in any of

low rate of profit. Even slight changes in operating conditions have a pronounced effect upon the product, and where revolutionary conditions are forced upon us the effect must sooner or later reach the public.

We reassert that we are in favor of any measure which will give added assurance that our meat products are wholesome, and we say again that legislation aimed at the industry merely for the purpose of arousing public prejudice should be most carefully avoided if we are to continue to provide American consumers with the finest meat products in the world, and at prices far below those of any other civilized country.

#### Stop Trying to Pass New Laws.

Our conservative opinion is that there should be a cessation of further creative legislation. Present laws must be amended to some extent to put them into practical shape, but no further laws of a radical nature should be passed for some time to come. The present laws should be allowed to operate for a sufficient time to give them a thorough trial and that the proper deductions may be drawn from them. The trade is not yet settled into good working shape and will not be unless legislative bodies give it opportunity to conform working conditions to the laws, before again changing them or adding further burdens to food manufacturers. If unsettled conditions are to be continued by constant agitation the effect will be disastrous to the industry, and consequently to live stock raisers and consumers.

As it was announced by the government that saltpetre would be allowed as a curing agent, "pending investigation," and with a view to securing a most careful investigation of this curing agent, your Executive Committee made an agreement with the University of Illinois, an impartial and capable educational institution, to conduct an investigation upon the most approved lines. To the end that it might be thoroughly done your committee requested that a commission of five of the most capable, disinterested and best qualified scientists be invited to make the investigation, it being distinctly understood that, after the matter had been placed in the hands of the university authorities, all subsequent proceedings should be left entirely to them, without any interference or suggestions whatsoever.

#### Formation of the Saltpetre Commission.

The commission was appointed and consists of five eminent authorities whose decision, whether adverse or favorable to saltpetre, cannot be questioned. The actual work of conducting experiments has recently started with a squad of 26 men, students of the university, and it will be several months before the final result is known.

Acting upon bulletins sent out by the association, a discussion was carried on during the year with regard to the limiting of credits and with a view to securing a consensus of opinion on the question of returned meats. This was done in order to bring two important subjects before the association for thought and consideration. It would be impossible for us to take any action on either, as it seems generally to be the opinion that to do so would be a violation of law. Your Executive Committee has been very careful to avoid even the appearance of technical violations, because we desire it to be distinctly understood that this association is composed of law-abiding men and corporations, and that it is its intention to uphold the laws of the nation and states in every way.

A vast amount of correspondence has passed through the secretary's office dealing with a wide variety of subjects, and the association office for the first time in the history of the industry has offered a central point for securing and disseminating information and for giving concrete representation to the industry, where before everything had been done upon an individual basis. In connection with the work of the office a large amount of literature has been sent out from time to time for the purpose of recruiting new members, and this work, together with that of the Membership Committee, which has been most effective, has resulted in a membership at this time of three hundred and fifty, compared to fifty original members.

The work of recruiting new members was practically stopped in the spring because of a clause in our by-laws which states that the dues paid shall expire with the opening of the annual meeting. Many possible members stated that they would wait until this meeting to file their application, because of this fact, so your Executive Committee suspended this by-law and instructed the treasurer to receive applications in advance of the meeting and to give receipt

for dues to October, 1908. We trust this action will be approved by the association.

#### Many Matters of Interest Taken Up.

Many matters of individual interest to members have been taken up by your secretary and settled without mention of them having been made in bulletins. All correspondence has been handled promptly, and every effort made to act upon suggestions which have been offered by members.

The question of what should be done in the matter of reducing condemnations is still very largely open, but your Executive Committee is hoping for legislation which will go far toward remedying existing evil conditions.

It is suggested that every member from now on shall use every effort to bring into the association all concerns which are eligible and which have not joined. We should make this association absolutely comprehensive.

We desire to say that your Executive Committee, in considering all important matters, has carefully, calmly and conservatively considered all possible features of each case, and it desires to say further

that if the fullest effect of the value of the organization is to be obtained, all of our members should work together heartily and willingly, where such accord is not in violation of either law or morals.

Respectfully submitted,  
THE EXECUTIVE COMMITTEE.

THE SECRETARY: Mr. Chairman, I move you the adoption of this report.

THE PRESIDENT: Gentlemen, is there a second to the motion to receive and approve the report of the Executive Committee and adopt the same? (The motion was seconded and, being voted upon, was duly carried.)

THE PRESIDENT: Gentlemen, the next business in order is the report of a very important official, the treasurer. We have as our treasurer, as you all know, a very accomplished and worthy gentleman from the city of St. Louis, Mr. James W. Garneau. His train was very late, but he got here, and is on deck all right with his report; and I will say, in anticipation of that report, that all the money is not spent yet. (Applause.)

## REPORT OF THE TREASURER

THE TREASURER: Mr. President and gentlemen: I am afraid, after the very eulogistic remarks of the president, that the report will sound very tame. However, I will read it to you.

#### Treasurer's Financial Statement.

For the year ending October 7, 1907:	
CASH RECEIVED.	
Annual dues to October, 1907, from	
150 active members.....	\$3,750
Annual dues to October, 1908, from	
33 active members.....	825
	\$4,575.00
Annual dues to October, 1907, from	
82 associate members.....	\$2,050
Annual dues to October, 1908, from	
51 associate members.....	1,275
	3,325.00
Interest earned to October, 1907.....	59.54
Total cash receipts.....	\$7,959.54
CASH PAYMENTS AND BALANCE.	
Incorporation expense.....	\$161.15
Company and committee meetings' expense.....	1,994.10
Secretary's office expense.....	2,910.52
Treasurer's office expense.....	15.40
Membership certificates' expense.....	204.90
Foreign commerce convention expenses.....	62.40
	\$5,348.47
Cash in National Bank of Commerce, St. Louis.....	2,611.07
	\$7,959.54

Respectfully submitted,  
JAMES W. GARNEAU,  
Treasurer.

After reading the financial statement for the year, ending to-day, it seems superfluous for me to say that our finances are in a sound and healthy condition. Our balance in bank proves that fact conclusively. However, I wish to explain some of the items of the statement more in detail.

During the early part of this year your officers found that our memberships were not increasing as they should, and that Article 7 of our By-Laws was responsible therefor. Prospective new members did not feel inclined to pay a full year's dues for three or four months' membership.

To correct this condition of affairs, your Executive Committee, at its meeting held in Cleveland during April, 1907, temporarily suspended Article 7 and instructed me to give a receipt in full to October, 1908, to members joining on and after May 1, 1907.

In the item of "Secretary's Office Expense," besides the regular expense of the secretary's office, are included the secretary's salary and a large amount of stationery used by other officers of this association. I think we can all attest the fact that our secretary has been an indefatigable worker and was not sparing in his circulars and other literature for the benefit of the members.

The item of company and committee meetings expense consists of the following expenditures:

General meeting held in Chicago during October, 1906.....	\$97.00
Washington committee meetings (held at various times and places)	639.44
Committee meeting held in Chicago during April, 1907.....	30.36

Committee meeting held in Chicago during May, 1907.....	161.00
Executive Committee meeting held in Cleveland during April, 1907...	278.68
Programme committee meeting held in New York during July, 1907..	173.50
Committee meeting held in Chicago during August, 1907.....	17.00
Membership committee, miscellaneous expenses.....	81.05
Executive Committee, miscellaneous expenses.....	55.50
Expenses of annual meeting to be held in Chicago, October 7, 8, 9, 1907.....	460.57

Total.....\$1,994.10  
Bills amounting to \$603.52 for additional expense incurred on account of this meeting remain unpaid, as they did not reach me until the books were closed and my statement made out. I dare say my successor will not appreciate these as much as he will the cash balance, but he must console himself with the fact that I will hand him a few hundred dollars for dues received too late for the statement.

Your treasurer made arrangements with the National Bank of Commerce in St. Louis by which we received interest at the rate of 2 per cent. per annum on monthly balances, and were excused from paying any exchanges on out-of-town checks.

We now have 182 active and 133 associate members—a total membership of 315, located in thirty States and ninety cities; extending from the Atlantic to the Pacific Ocean, from the Great Lakes to the Gulf of Mexico, a showing which ought to satisfy any yearling.

I wish to earnestly request the members to remit their annual dues promptly, without waiting for notice from the treasurer's office, thereby saving the association expense and the treasurer considerable labor and trouble.

#### Vote of Thanks to Treasurer Garneau.

THE PRESIDENT: Gentlemen, you have heard the report of our treasurer, Mr. Garneau, in detail. There certainly is much hope for an association such as this when you can get such a busy man of affairs like Mr. Garneau to devote so much of his time during the last year to handling the finances of this association. It has been a labor of love on his part, and we appreciate the great service he has done us. I would ask, as a mark of appreciation, that some gentleman move a vote of thanks to Mr. Garneau in accepting the report of the treasurer.

(A motion was thereupon made and seconded and carried that the report of the treasurer be received and filed and a vote of thanks be tendered Mr. James W. Garneau, treasurer, for his services during the past year. A vote of thanks was thereupon tendered Mr. James W. Garneau in accordance with the motion.)



**THE PRESIDENT:** Gentlemen, I said a few minutes ago, and Mr. Garneau has repeated, that we have representatives here from all parts of this great nation—the United States of America. Gentlemen, we go a step further than that even. We have representatives from the continent of Europe here, from the great nation that is so good a customer of ours beyond the sea—Great Britain. We have two eminent English butchers in our midst to-day. (Applause.)

I do not think, gentlemen, that either of them will blush with shame or humiliation for being called "butchers." It is a most ancient and honorable craft. You know the great poet, the immortal Bard of Avon, William Shakespeare, was a butcher. He stood in his father's butcher shop for nineteen years, and perhaps it was there he got the experience to introduce the pound of flesh afterwards in one of his great tragedies. (Laughter and applause.) He was a good Englishman. And we have also Henry Kirk White, the great English poet, the son of a butcher, and Lord Bacon, also, as his name implies. (Laughter.)

Now, gentlemen, it is said that one touch of Nature makes the whole world kin, and when these English butchers, together with those in America from distant parts of the county, who have come here—when these English butchers heard of the packers' meeting to be held in Chicago, they did us the honor to come here and attend this opening session of our convention. I therefore have the privilege and pleasure of introducing to you now, gentlemen, the master butcher of Southampton, England, Mr. Austin Gough.

#### Greetings of British Fraternal Delegate.

**MR. GOUGH:** Mr. President and Gentlemen of the American Meat Packers' Association: I must first thank you for the very hearty manner in which you have extended the right hand of fellowship to us who are strangers and sojourners in this, your great and famous city. But I feel that some explanation is necessary. We are here not as the accredited representatives of the Meat Traders' Federation of Great Britain, but only of one of its integral parts, the city of our adoption, the Southampton and District Master Butchers' Association.

I can assure you that when your invitation to attend this convention was read at the bi-annual meeting of the Meat Trades Federation of Great Britain, held at Portsmouth on the 15th of August, there were a large number of delegates who expressed a most hearty desire to be present had circumstances permitted. None could then see their way to accept, and your very kind invitation was most reluctantly declined. But many of them are here with us in spirit, if not in that bodily form which is so absolutely indispensable to our trade, and I have no hesitation in saying that we all wish great success to this, your Chicago convention.

A few days after the Portsmouth meeting it occurred to me that we had missed a great opportunity of meeting so many friends who could do us good on this occasion. I therefore decided to come and sit at the foot to learn of those great organizers who, although being 4,000 miles away, had taken upon themselves for the last few years to rule our market and say what we should pay for that indispensable commodity—beef.

I will not bring the same charge against you as a nation as the old lady in London did when your astronomers found it possible and first began to indicate that storm or heat traveling in an easterly direction would probably reach our shores on or about a certain date. She said: "Since those Americans have had the management of the weather we get nothing on our side of the Atlantic."

#### Troubles of the British Butcher.

We have found these associations to be absolutely necessary from various points of view. The trade of slaughtering animals was at one time looked upon as objectionable by a certain class who, by the way, were not all vegetarians, and restrictions have

been imposed which are somewhat vexatious and detrimental to our trade interests. In many towns they have done away with the private slaughtering houses. In all others they are trying to do away with them.

We also have an idea that a butcher who goes on the market and buys a fat animal which has tuberculosis, which is only discovered after slaughter, should be indemnified when the carcass is confiscated by the authorities in the public interest. And this is one of the points on which I hope to gain information—that is, how to detect that a bullock has this disease. Gentlemen, I thank you. (Applause.)

**THE PRESIDENT:** Gentlemen, we want you to meet another English butcher and stockman combined, so as to let you know what he looks like. I will ask Mr. Cross to come forward. Gentlemen, this is Mr. Leonard Cross, of Southampton, England, a member of the Butchers' Association of England, and we would be glad to hear from him now.

**MR. LEONARD CROSS:** Mr. President and Gentlemen: When you have such a worthy president as you have now representing you, with such eloquence as he possesses, of course it makes me feel very bashful. I



**JAMES S. AGAR**  
(Western Packing & Provision Co., Chicago),  
President-Elect of the Association.

thank you one and all very heartily for taking us into your consideration in the way you have, we having come such a long way from England on behalf of our butchers' association. I thank you very much for your kindness, Mr. President and gentlemen. (Applause.)

#### Committees on Resolutions and Auditing.

**THE PRESIDENT:** The Chair will now appoint the Committee, on Resolutions, consisting of James S. Agar, Chairman, Chicago; Joseph Allerdice, Indianapolis; Matthew Danahy, Buffalo; R. C. McManus, Chicago; Charles A. Kerber, Elgin, Ill. All documents presented here to this convention will now go to the Committee on Resolutions.

It is always proper and businesslike at annual meetings of this sort to appoint an Auditing Committee to go over the accounts of the treasurer and secretary for the past year. I hope a motion will be made now to appoint such a committee.

**MR. R. C. McMANUS:** Mr. President, I move that the chair appoint an auditing

committee of three. (The motion was seconded and carried.)

**THE PRESIDENT:** The committee will consist of William M. Rea, Pittsburg; John M. Wanner, Indianapolis; Joseph Grassell, Chicago.

The next business in order is the report of the committee appointed to confer with Government officials. Our secretary, Mr. McCarthy, will read that very important and interesting report, and I bespeak for him your thoughtful attention.

(Secretary McCarthy thereupon read the report of the committee appointed to confer with Government officials.)

#### REPORT OF THE COMMITTEE TO CONFER WITH GOVERNMENT OFFICIALS.

To the Members of the American Meat Packers' Association:

Your Committee begs to report as follows:

Originally appointed to confer with the officials of the Department of Agriculture upon the framing of the regulations for the enforcement of the meat inspection law, your Committee has not only attended to that matter, but it has voluntarily extended its duties. Other matters of a Governmental nature, for which no provision had been made at our last meeting, arose during the year, and your Committee took it upon itself to represent the association in respect thereto.

Most important of these were the Beveridge amendments to the meat inspection law, requiring inspected establishments to pay the cost of inspection and to date all forms of packages used for the covering of meat products. These measures, though defeated by Congress at its first session last year, were again introduced by Senator Beveridge and came up for action in December, January and February last.

As the measure to place the cost of inspection on the packers would entail an expense of at least three million dollars for the current fiscal year, with every prospect of a largely increased amount should it be decided by Congress that the packers must pay the cost, your Committee made representations on behalf of the packinghouse industry to the proper government officials and before the committees in Congress having the bills in charge. Among those we saw upon this subject were President Roosevelt, Secretary Wilson, Senators Proctor and Simmons, Representative Wadsworth and several others.

#### Beveridge Amendments Were Defeated.

We made several trips to Washington for the purpose of laying before the authorities the reasons why these proposed amendments should be defeated, and ultimately they were defeated by action of Congress. We desire to say in this connection that your Committee employed no lobbyists or attorneys, but depended entirely upon its own arguments, feeling that Congress would see the justice of our position. Results proved that we were quite justified in this belief.

We were at a loss to understand the persistency of the author of these bills, because it seemed perfectly clear to us that the proposed measures were unjust in every way. We do not propose to go into details as to the many reasons why these measures should have been defeated, because it would consume too much of your time to do so, but we earnestly protested against any action of Congress which would penalize meat products while not making similar regulations concerning other foods.

If the Beveridge amendment requiring packers to pay the cost of inspection had passed, meat products would have been the only class of foods which would have to bear such a burden, and this would have operated against the consumer in naturally increased prices of meat and in restricted output, both of which mean higher prices for meat and less consumption of it.

The reduced consumption of meat products, because of the passage of such a law, and the changed conditions of marketing live stock—requiring long haulage—which would have been the case if such a law were passed, was of the gravest importance to the livestock interests as well as to the packinghouse industry, and the livestock and farming interests were aroused to the gravity of the situation, and invited to join with us in showing to Congress the injustice and hardships which would have come from such a measure.

The proposed amendment requiring the dating of all packages was equally unjust if applied to meat food

products only and not to other classes of foods, and should it have passed it meant the absolute destruction of our foreign trade in provisions and canned goods, because these articles coming from our packing-houses are brought into competition with those from South America, Canada, Australia and New Zealand, which countries do not require the dating of packages, and our goods would therefore have been at a disadvantage. This would be merely a sentimental disadvantage, however, because there is no evidence to show that canned goods, properly processed, deteriorate for many years beyond the time when they are ordinarily marketed, whereas there is ample evidence that they retain their wholesomeness for an unlimited period.

#### Fairness of the Department Officials.

At the beginning of the enforcement of the new meat inspection law there seemed to be a possibility of conflict between it and the so-called pure food law, but this was quickly overcome by the Department of Agriculture separating the enforcement of the two, giving charge of the meat inspection law to the Bureau of Animal Industry and of the pure food law to the Bureau of Chemistry, and later to the Board of Food and Drug Inspection.

Before reporting upon the work which has been done in connection with the regulations for the enforcement of the meat inspection law we desire to say that we have made many trips to Washington for the purpose of conferring with the officials of the Department of Agriculture, and we uniformly found the utmost courtesy and fairness in the attitude of the Department officials. We are particularly indebted in this respect to Secretary Wilson, Dr. Melvin, Chief of the Bureau of Animal Industry; Dr. A. M. Farrington, Assistant Chief; Dr. Rice P. Steddom, Chief of the Inspection Service; Mr. George P. McCabe, Solicitor of the Department, and Mr. Jasper Wilson, Secretary to the Secretary.

We have talked over the various regulations with these officials from time to time, and their statements have been helpful in arriving at conclusions. Their attitude has greatly assisted in placing some of the regulations upon a more practicable basis.

Your Committee has taken up many subjects with the Department officials, and among them the following:

#### Matters Discussed With Government Officials.

**FOREIGN MEATS.**—Under the original regulations foreign meat food products were permitted in interstate trade practically without any of the inspection burdens imposed on our own packers. Your Committee called the attention of the Department to this fact, and we are pleased to report that the Board of Food and Drug Inspection, which has the matter in charge, issued a regulation which practically requires that no meat food products may be brought into this country unless they have an inspection similar to our own. This practically closes our doors to foreign products.

**WAR DEPARTMENT PURCHASES.**—During the first few months of the enforcement of this law the War Department did not require its Commissaries to purchase government-inspected meats. The Department of Agriculture called the attention of the War Department to this fact, and an order was issued that whenever possible government-inspected meats should be given the preference. We have had recent correspondence with the Department of Agriculture urging their co-operation in securing an order from the War Department that nothing but government-inspected meats should be purchased for the army. We cannot see why the government, which requires a rigid inspection in behalf of our citizens, should not recognize the law in the purchase of its supplies for our soldiers. We believe that the order will be made general, and that even the small amount now being purchased from uninspected establishments will hereafter be purchased from those having inspection.

#### Seals and Inspection Stamps.

**CARS HAVING BROKEN SEALS.**—Considerable delay was experienced in the release of car-load lots arriving with the car seals broken, and upon representations made by your Committee a regulation was made which remedied conditions somewhat. They were not entirely satisfactory, however, and upon further representations by your Committee the Department has issued a regulation which results in very speedy releases of such cars.

**TWO INSPECTION STAMPS.**—Considerable dissatisfaction was caused by the fact that where curers buy green meats from slaughterers their finished products would bear two inspection stamps. This was called to the attention of the Department, and a regulation has been made which will permit of the stamping of

the number only of the second establishment, so that such meats will bear but one inspection legend with two establishment numbers. This will considerably improve the appearance of such meats.

**RETURNED BURLAP.**—The question of receiving returned burlap into inspected establishments came up during the year, and upon being referred to the Department we were notified that a regulation had been made permitting such returns and the use of the burlap after it had been properly cleaned.

**SPICES.**—We have taken up with the Board of Food and Drug Inspection the matter of adulteration in spices, and the Board held a hearing upon the subject at which representatives of most of the leading spice dealers were present. We have every reason to believe that the Department will watch this class of products and that we are more likely to receive full strength spices in the future than has heretofore been the case.

Matters which we have had before the Department and which are still pending are as follows:

#### Matters Still Pending at Washington.

**RETURNED MEATS.**—No provision has been made for the return of meats to inspected establishments after they have been rejected, but your Committee expects that when this is fully considered by the Department relief will be granted.

**BUTCHERS FAT.**—During the year the Department issued regulations forbidding the collection of butchers' fat for rendering in inspected establishments, because the liberal regulation which had been made upon this subject was abused by some renderers. The matter of a new regulation is still pending, and we hope that this valuable product may still be utilized.

**DENATURING WHITE GREASE.**—Your Committee, as well as the Department, is endeavoring to find an agent which will denature white grease, making it inedible without destroying its color. This is a matter for chemists to decide, but we hope to be able to report something definite in the near future.

**SOFT LARD.**—Upon several occasions your Committee has urged the Department to permit a larger percentage of lard stearine in lard during the summer months, and for products going to warm latitudes. Because of our request the Department is conducting investigations on the subject, and when concluded, if our representations are found to be correct, the desired permission may be granted.

**TAGGING FOR IDENTIFICATION.**—Your Committee urged upon Secretary Wilson that he put into practice a system of tagging of animals for identification, and while the Secretary praised the suggestion he stated that he was without authority in law to do so. We believe that some such device will ultimately have to be adopted if diseased animals are to be traced to their source and the cause of the disease eradicated.

#### Arrogant and Disrespectful Inspectors.

**INSPECTORS.**—Your Committee has called the attention of the Department upon several occasions to arrogant and disrespectful inspectors. In every case the Department has stated that if the packers will make a report and complain of such inspectors they will be investigated, that the complaint will be absolutely confidential and that the packers need have no fear of reprisals in case the complaint is found to be unfounded. Should it be verified, however, we have been told that the inspector would be reprimanded, punished, or even dismissed from the service if necessary.

Other matters which your Committee has had before the Department are: Labels and stencils, marking small pieces, removing hair, cold storage products, binders and fillers, casings, sealed wagons, Sunday work, removing heads from returned tierces, bicarbonate of soda, fumigating smoke houses, dead animals, colors, preservatives, No. 2 meats, and some other items of minor importance.

A bill was proposed in the legislature of the State of New York forbidding the use of cereals in sausages, and your Committee took up the matter with the proper committee of the legislature.

The question has arisen from time to time as to whether meat may be transported from uninspected establishments across State lines, and your Committee has advised all inquirers that such transportation is in violation of the meat inspection law. Other questions of a general nature which have arisen are: Arrests in Indiana, the Michigan pure food law, making of brine for sausage, installation of lockers, and the employment of consulting veterinarians.

#### Conferences Are a Good Thing.

We suggest that the idea of conferences between interests operating under national laws and officials of

the national government having such laws in charge, is one which is to be commended. It is effective in securing rigid enforcement of the law, without friction, and where both sides enter into conferences in a spirit of fairness the ultimate object—the enforcement of the spirit as well as the letter of the law—can be more easily accomplished and with more general satisfaction.

It is our opinion that the meat inspection law is a good one and we should uphold it cheerfully and heartily. It is the law of our land, and we maintain that American packers will not take second place to any other class as law-abiding citizens.

Your Committee desires to thank the members for their co-operations in many of its undertakings, and we trust that our report will meet with approval.

Respectfully submitted,

MICHAEL RYAN, Chairman.

JAMES S. AGAR.

G. L. MCCARTHY.

#### Permission Given to Use Old Labels.

**THE SECRETARY:** In connection with this report I wish to say that I took up with the bureau officials the matter of using old labels. A great many could not use them after October 1. A great many members wrote me that they would like to use these old labels, if possible to do so. I took it up with the Department, and I have this reply:

UNITED STATES DEPARTMENT OF AGRICULTURE,

Bureau of Animal Industry,

Washington, D. C., October 2, 1907.

Mr. George L. McCarthy,

The National Provisioner,

New York City.

Dear Sir:—Replying to your letter of the 27th ultimo regarding the use of old labels, no labels which contain false or misleading statements shall be used. Other labels which may not conform literally with the regulations may be submitted in triplicate and passed upon separately. There is such a variety of these labels that it seems impossible to make a ruling that would apply to all. Therefore they must be considered in the above-mentioned manner.

Very respectfully,

A. D. MELVIN, Chief.

That means, gentlemen, that you can use your old labels after you have re-submitted them in triplicate to the Department of Agriculture. If any of you have any of those old labels that you want to use, I would advise you to send them down to the Department in triplicate and ask for their permission. Mr. Chairman and gentlemen, I move the adoption of the report.

**THE PRESIDENT:** Gentlemen, you have heard the very interesting and able report of the committee appointed to confer with government officials. I know that a lot of time and labor has been spent by that committee in the discharge of its duty, and a great many things have been gained for the packing trade of the country by reason of the zeal of your committee. Therefore I think it highly important that that committee be continued, and I would suggest that a motion be made that the report of the committee to confer with government officials be received and approved and the committee continued.

(It was thereupon moved that the report of the committee be received and approved and the committee continued, and the motion was carried.)

#### Representation From the Pacific Coast.

**MR. CHARLES PFEFFER** (Carstens Packing Company, Tacoma, Wash.): Mr. Chairman, we have appointed a Committee on Resolutions, consisting of men representing the East or the Middle West. I come from



the Pacific Coast. I do not know how many members we have at the present, but I thought it would be well if one member of the Committee on Resolutions was from the Pacific Coast. As we have now appointed the five, I would make a motion to elect one member at large from the Pacific Coast to act on these resolutions.

The packing business on the Coast is somewhat different from the East. In the first place, we have to buy our cattle from the farm direct and ship them in; second, we have more trouble getting labor; third, we need your assistance to build us up; fourth, we are small; we have a less amount of capital than you in the East, and we are working our way up. Therefore I think it would be well to have someone from the Pacific Coast on the Committee on Resolutions.

(Motion seconded.)

THE PRESIDENT: Gentlemen, you have heard the motion made by the gentleman from the Pacific Slope, and inasmuch as men living at such a distance think so much of this convention as to incur the expense and fatigue of a long journey to come and join with you in your councils, I think it fit and proper that they should have a representative on that Committee on Resolutions. The motion is now before you, that some gentleman representing the Pacific Slope be appointed as a member-at-large with the others on the Committee on Resolutions.

(Motion carried.)

THE PRESIDENT: I will name as such member-at-large of the Committee on Resolutions the gentleman from Tacoma, Mr. Charles Pfeffer.

MR. PFEFFER: I thank you for the courtesy you have given the packers of the Pacific Coast. I know it will be appreciated by all of us, as we are some distance away from you, with a big desert between us, and I shall be glad to go back home and say that we have a little voice here. I know when your reports come out that every one of us will thank you for what you have done, and we are ready to assist you in building the packing business up to what it should be. We live in such a great nation now that the packing industry has been growing in large centers ever so far apart in order to meet the demands, in order to get the material fresh. This is something entirely new to me, and I think the time will come when we will have more packing centers all over the United States, not so far apart.

THE PRESIDENT: The next business before the convention is the election of new members.

MR. GARNEAU: Mr. President and gentlemen, I would request that we postpone the election of new members until to-morrow, thereby enabling a number of prospective members to put in their applications, so that we can elect them all at one time. If this is the sense of the meeting, I will make a motion to that effect. (Motion seconded and carried.)

THE PRESIDENT: The Nominating Committee, to be appointed by the President, will consist of Charles E. Roth, Cincinnati, chairman; Charles Rohe, New York; Charles F. Hammond, Detroit; Charles A.

Kerber, Elgin, Ill.; Fred Krey, St. Louis, Mo.

MR. AGAR: Mr. President, I desire to suggest that the gentlemen rise so that we may have a look at them.

(The members of the Nominating Committee then rose in their respective places.)

SECRETARY McCARTHY: I ask the privilege of the floor for Mr. Rohe, of New York.

THE PRESIDENT: Mr. McCarthy, gentlemen, desires the privilege of the floor to speak to this special matter for our good-looking friend, Mr. Rohe, of New York. We are glad to let Mr. Rohe have the floor at any time.

Presentation of Loving Cup to President Ryan.

MR. ROHE: Mr. President, it affords me great pleasure to have the honor of extending to you, on behalf of the members of this



BENJ. W. CORKRAN, Jr.  
(Streett & Corkran, Baltimore, Md.),  
Vice-President-Elect of the Association.

association, their hearty thanks for your untiring efforts. There have been many matters of importance that pertain to the interests which this association represents that have been brought to successful issue under your able guidance. I know that you will, in after years, look with a great deal of pride upon the fact that you were its first president, for the reason that you have, through your efforts, put the association on a sound foundation. Mr. President, I offer you, on behalf of the members, this loving cup as an appreciation of your efforts and labors.

(Mr. Rohe thereupon presented to President Ryan a handsome solid silver loving cup.)

PRESIDENT RYAN: Mr. Rohe and gentlemen, there are times in the life of every individual when language is inadequate to express the depth of feeling. I had not the slightest idea, gentlemen, that such a testimony of your appreciation was awaiting me. I thank you for the kind words just uttered. I accepted this position very reluctantly one year ago for the purpose of filling what we call a long-felt want in this country, the

building up of a national organization of the meat packers, and my reward, gentlemen, has been the fact that our efforts have been crowned with success beyond our most sanguine expectation. My reward is in the knowledge that, humble as it may be, I have been a factor, to some extent, in this movement.

It is very pleasant in this life to know that you are able, in a measure, to contribute to the good of others. But, gentlemen, it is sweet and pleasant also to know that such efforts are appreciated in such a manner as this. We have a very nice custom in this country of bringing flowers to our friends who have departed this life, when their cold and inanimate bodies are unable to appreciate the feeling of these flowers. How much better it would be if those flowers were brought to us when we are alive and in health, so that we could fully appreciate and enjoy them. (Applause.)

Greatest Honor of a Lifetime.

Gentlemen, I thank you from the very depths of my heart; and I want to say something to you that I had not intended to say until to-morrow. I have been your president for one year last past; I have endeavored to fill the duties of that high office, and I am not, under any circumstances to be re-elected. When I accepted that office you were a weakling. Now you are able to take care of yourselves and no one can take away from me the glory of being first president of the American Meat Packers' Association. (Applause.)

I have had some honors all through my lifetime, but I consider this the greatest of all. One year of glory of that sort is enough for any man of moderate ambition. Although I am in the pork business, I am not a hog. That reminds me of the time out in Kansas when they were all competing to know which farmer had the biggest and fattest hog, and they were putting their advertisements around on the dead walls and fences all over the country. One old farmer got out an advertisement that read: "Whoever wants to see the biggest hog in Kansas come to my farm and inquire for me." (Laughter and applause.) Gentlemen, I am not that kind of a hog.

Now, my friends, I appreciate this beautiful gift. It will remain with me a family heirloom indeed. I will treasure it throughout all the years of my life, and I hope that my subsequent years of life will sustain you in what you have done for me. If at any time you should get to old Cincinnati you will not have very far to go to find me, and when you get into my house you will not remain there very long before you taste the sweets of that cup. So I give you all an open invitation.

I will treasure the memories of this throughout all my life. If any of you get to old Cincinnati at that sad time when the sands of Time my final deeds shall be traced, you can point to the bier and say, "There is our first president." And if there are any of our government officials who would care to do so, they might help me along in the new world which I shall have to encounter by placing on the retainer that carries my mortal remains the legend: "U.

S. Inspected and Passed." (Great applause and laughter.)

#### Loving Cup to Treasurer James W. Garneau.

THE SECRETARY: Mr. Chairman, I played a little joke on the president in that special order of business, in asking the privilege of the floor for Mr. Rohe. Now I want to ask it for myself. Perhaps none of you know better than I do the men who are responsible for the success of this association. I never met a more modest lot of men in my life. They all want to blame it on the secretary, but the secretary's hands would have been absolutely tied for anything he did if it had not been for the co-operation, the support, the advice and instruction he got from the Executive Committee, from the president on down. And I do not intend that any of that credit shall be deflected from that committee. I do not think that we would be quite doing our duty to some of those officers who have had work prepared for them which was particularly onerous, and which did not come to the attention of the members, if we did not take some unusual step.

There is one officer of the association with whom you have been brought somewhat in contact who has had a most arduous duty to perform, and that is to hold on to your money. That is a pretty hard job for any one to do, to hold on to somebody else's money. He has done it pretty well. His advice, as a member of our Executive Committee has been invaluable, and on behalf of the American Meat Packers' Association I desire to present a similar token of esteem to our treasurer, Mr. James W. Garneau, of St. Louis. (Applause.)

(Secretary McCarthy then presented a large solid silver loving cup to Mr. Garneau.)

MR. GARNEAU: Mr. President and Gentlemen, I hardly know what to say, I am so surprised at having received this beautiful gift. I am simply nonplussed. This is one of the bills I did not pay. I knew nothing of the kind, but I can assure you that I appreciate your thoughtfulness and kindness in remembering me in this way, and I shall always keep this as a recollection of this great association. What little I have done will be nothing compared with what I shall try to do in the future for the benefit and welfare and increase of this organization. (Applause.) I hardly know what else to say, except to thank you from my heart, and I assure you that as our worthy president has said about old Cincinnati, I will add, old St. Louis will have her latch string out at my door for any gentleman of this association who may honor me with his presence. (Applause.)

THE PRESIDENT: You would better look out for that man Garneau. I think mine is the best cup. I don't want old Cincinnati left on that.

I have just received the sad intelligence that a very prominent and active member of our association, a gentleman of standing and character in his own city of St. Louis, has departed from our midst in the person of Mr. John Murphy, of the Murphy Packing Company. I think it proper that suitable action should be taken by the association to express their testimony as to the work of Mr. Murphy, and at a subsequent

time I will call for the appointment of a special committee for that purpose.

THE SECRETARY: Gentlemen, I would like to make this announcement. There are quite a number here who want to join, and if any such gentlemen will go to the English Room after adjournment we will see to it that you do not get away from us.

MR. CHARLES PFEFFER (Tacoma, Wash.): Mr. President and Gentlemen, I wish to move that our secretary act as president pro tem. I make that motion. (Motion seconded and carried and secretary took the chair.)

MR. PFEFFER: The president has brought to life something that we should have done years ago in forming this association, and I think it is our duty that we should extend a vote of thanks of the association for the hard work he has done in our interests and for his services in behalf of the association.

(Motion seconded, and being put by the secretary, was carried unanimously, and a vote of thanks was tendered President Ryan.)

Recess until 2 o'clock P. M.

## SECOND SESSION

The meeting was called to order at 2:23 P. M. by the President.

THE PRESIDENT: Gentlemen of the Convention: I am very happy to see you all here again in such goodly numbers and to know that the proceedings of this morning did not knock any of you out. I think your numbers have increased, and that the interest of this afternoon session will be increased correspondingly.

The Secretary is overpowered—I will not

## OUR FOREIGN COMMERCIAL POLICY: ITS IMPORTANCE TO THE PACKER

By W. C. Evans, Armour & Company, Chicago.

Mr. Chairman and Gentlemen of the Convention:

I very much doubt whether many of you gentlemen have ever given more than a passing thought to the important bearing which the foreign commercial policy of our country has upon the packing business and its allied industries.

We read in our newspapers statements by our Government officials and statisticians showing that the exports of the products of our plants are second only to cotton in the enormous total of our contribution to the sustenance of the world. How many of us have ever examined into the details of those figures? How many of us realize that, while our exports total about 21 per cent. of our total production, as shown by the figures of the census, we have barely scratched the surface of our possibilities?

Our domestic prosperity has been great, the demand for our products keen, questions of practical and economical operation and many others of greater or lesser importance have occupied our attention.

Our profession calls for probably more rapid thought and action than any other in this country of speed. The nature of our products makes it so; everything we make requires quick handling and disposition. There may be found the reason why the question of broadening our foreign markets has received so comparatively little attention on the part of the American packer.

### Who Are Our Best Customers?

Whom do we consider to be our best customers? Are they the fancy trade who come into the box on Monday morning and tag the tops of our cattle, paying perhaps a price that looks attractive, and the men that come around and pick out the lightest and leanest hams, or are they the regular trade who come in and buy our seconds, forequarters and plates, our heavier average hams, and the cuts that usually take some selling?

A man may feel proud of his fancy trade for the moment, but when he comes to the end of the week and finds his box full of forequarters, plates and

say overwhelmed—with his duties, and it is well that we should have an assistant for the time being for our worthy secretary, Mr. McCarthy, and the name of Mr. Leo Blum, of Cincinnati, has been suggested as a fit and proper person for assistant secretary. Now if some one in the convention will be kind enough to make a motion to that effect the convention can act upon it.

MR. ROHE: I move that Mr. Leo Blum be appointed assistant secretary of this convention. (Motion seconded and carried.)

MR. BLUM: Gentlemen, I want to thank you. I want to thank our worthy president for the honor conferred upon Cincinnati in selecting and the honor conferred upon me by electing me as assistant secretary of this meeting.

THE PRESIDENT: A gentleman has suggested something to me just now. We know that naturally the pork packers and the beef packers and butchers of the United States are of a very artistic temperament, and they would like to see an artistic picture of themselves to gaze with wonder and admiration upon in the future. We have a celebrated artist here who desires that all you gentlemen keep perfectly still and assume your favorite pose while he takes a snapshot of you all.

(And thereupon a flashlight photo was taken of the assembly.)

THE PRESIDENT: Gentlemen, the first subject to be discussed this afternoon is a very important one to the packers of this country. It deals with the question of export problems, and we have a gentleman with us who by his experience in that line of business is well qualified to give us valuable information on that subject. I may say, and I suppose you will recognize the fact that that is enough, that Mr. Evans has been in the employ of Armour & Company in that capacity for fifteen years, and he knows just what he is going to talk about. Therefore, gentlemen, I have the pleasure of introducing to your acquaintance this afternoon Mr. W. C. Evans, of Armour & Company, who will talk to you about export problems. (Applause.)

other such cuts, and begins to figure his average, what does he think of it then? How many of you have had your calculations upset and your estimated profits swallowed up under just such circumstances?

I think you will all agree that the packer who averages to make the profits is the man who watches his market on the cheaper cuts; who always has a place to put what the fancy trade does not want.

Our largest foreign customer, as you all know, is Great Britain. She takes nearly sixty-five per cent. of our total exports, leaving only thirty-five per cent. to be distributed over all the rest of this great meat-eating world.

Is Great Britain the good customer she appears to be in face of these figures? What does she buy? Our best cattle on the hoof; our best grades of fresh beef, light pork loins, and when it comes to bacon and hams, who does not know the close selection, the care of preparation required to please her consumers?

She wants and buys the very same grades of meats that our own people are demanding; in fact, she is far more particular, for she is the great world's market for foodstuffs. Our meats come into the closest of competition with the products of Denmark, Canada, Australia, New Zealand and the Argentine. She is well catered for, and buys accordingly.

### Market for Our Cheaper Cuts Abroad.

Where can we find the other class of buyer?

On the Continent of Europe literally millions of workmen engaged in the large factory towns are clamoring for our meats. They get little or no meat now. Horse, dog and other choice delicacies are consumed by many.

How would a good chuck steak, a brisket or a navel end taste to them? We all know the culinary art of France and Germany. Given a cheap cut of meat that our American housewives would pass by, the good German frau would make a meal fit for a king.

The consumer is there. We have the goods. Why can't we get together?

Several interesting pamphlets have been issued dur-



ing the past two years by the Departments of Agriculture and Commerce and Labor. They treat of the tariffs and restrictions upon American meats entering the countries of the world. I recommend you to read them. Our time is too brief for more than a mention of them here.

In them can be found the reason why the American producer and European consumer are separated.

Germany with her large and growing industrial population would be an enormous customer were it not for her tariff and restrictions. She is now next to our largest customer for lard. She must have that, hence her tariff is low and restrictions are nominal.

#### Why We Cannot Extend Our Markets.

But meats she taxes over four cents per pound in duties and inspection fees. In some forms she excludes them entirely. Furthermore, in spite of the representations of our Government of the superior efficiency of our new inspection law, she declines to accept our pork products, unless macroscopically examined immediately after slaughter.

France would be our next best customer. She accepts our certificate, but duties of two and three-quarters cents on some cuts and four and a half cents on others practically close the door.

Conditions in other European countries are similar. The so-called sanitary restrictions imposed by these countries have been proved and acknowledged by the most eminent scientists to be uncalled for. American cattle and hogs are the healthiest in the world. The fact is unquestionable. American meat food products are the purest and cleanest in the world.

Conceding these facts, what then is the reason that our farmers, livestock raisers and packers are unable to extend their markets abroad, not only in Continental Europe, but in South Africa, South America and Asia?

Because the United States is the only modern nation without a clearly-defined and business-like foreign commercial policy.

#### Our Tariff Policy Should Be Revised.

With due respect for the political creed of any gentleman present, I venture to say that we are unanimous in our conviction that the protective tariff policy of America has been one of the greatest factors in bringing about our unparalleled prosperity. None of us would for a moment agree to any change in that policy. The prosperity of our country, the regularity and stability of our great home trade, the consuming power of our people, depend upon it.

We must, however, remember that the Dingley act was enacted in 1897; that conditions have materially changed since; that industries then in need of the nursing bottle have now grown to strong and vigorous manhood, and are able to measure their strength with any one, American or foreigner.

It is a fact almost too well known to mention that the reason for the high rates of duty which practically deny entry to the packinghouse products in so many countries is that our products were the only ones upon which they could retaliate for the high rates imposed by the Dingley act without too seriously injuring themselves.

Cotton is our largest article of export, but they've got to have it. Meats come next. They bear the entire brunt of the fight.

It is time that the producer, manufacturer, and distributor of livestock products should be considered; that tariff schedules and classifications, which have been outgrown, be revised and adjusted to meet current conditions, and the excesses used to open the doors of the markets of the world to our meat products.

How can this best be done? I do not believe that the most radical of us would, after mature consideration, wish to see any tariff revision of the old-fashioned, log-rolling, business-upsetting kind. The prosperity at home is too valuable to be put in jeopardy by anything of that kind.

In a recent issue of a Philadelphia magazine appeared a most clear and able article on the double tariff system by our Government's tariff expert, Mr. Stone. It is well worth reading.

#### Best Tariff Policy Based on Reciprocity.

In it he describes the tariff policies of the nations of Europe; how they have worked; shows their good points and their bad ones. Of them all, the German system appears to be the most practical, business-like and elastic.

It is based on reciprocity. She has something to sell that we buy. We have something to sell that she buys. We get together, figure out the benefits or losses, strike a balance and make the best trade possible for ourselves.

In going through a long list of articles, we may lose on some, but the products of the two contracting parties will probably differ to such an extent that the trade will average to benefit both.

No two trades need be exactly alike. We produce meats, therefore we ask for low rates thereon. France produces wines and asks low rates on them. The things that are important to us are unimportant to France and vice versa; therefore Germany can afford to vary her contracts to suit the particular country she is trading with.

You make the same kind of trades daily—giving a little on one line, getting a corresponding or greater gain on another. Your customers don't lose; they supply different classes of trade, hence everybody is satisfied.

To put this system into effect, however, requires a wide knowledge and constant study of conditions. The individual Congressman working for his constituents is biased. He must be biased in your interest, otherwise he wouldn't represent you properly.

#### The Old Way Was Purely Politics.

The old way of adjusting or revising a tariff meant



CHARLES ROHE  
(Rohe & Bro., New York).

Chairman-Elect of the Executive Committee.

simply that the strongest interests represented by the most Congressmen won out. The broad general good of the nation as a great unit cannot be given proper consideration under such a system.

We find that Germany provides for this by a permanent commission of tariff experts, with semi-judicial powers; the right to summon witnesses, call for records; in other words, with the time, ability and power to get at the actual, unbiased facts.

When this commission, composed of men of unquestioned integrity and standing, reach a conclusion, it is far more likely to be fair and just to the majority of the people than any reached by our more primitive methods.

Consider for a moment. The tariff is a business proposition. It affects our pockets. Is it best for any of us, individually or collectively, that it should be in the hands of unskilled politicians, rather than in the hands of a calm, cool, impartial tribunal of specialists?

#### Take the Tariff Out of Politics.

Take the tariff out of politics; put it upon a solid business foundation. Let the proposed commission investigate every item, reach its conclusion, report to the Executive and through him to Congress for decision and ratification.

Some of the old-timers in the House would fight such a scheme to the bitter end. The tariff has too long been an interesting and useful department of their business. But I believe that the great majority of progressive Congressmen would heartily welcome the freedom of conscientious action which the elimination of the tariff as a political issue would give.

The American Reciprocal Tariff League was organized in Chicago at a great convention two years ago. Many of you were present. Since that time its able

chairman, Mr. Alvin H. Sanders, has been doing splendid educational work among the farmers of the West.

Their Eastern headquarters have worked similarly among the manufacturers and merchants of the East. All that is now needed is to bring the subject intelligently and clearly before more of the American people, that they may understand the new idea of tariff readjustment.

The National Association of Manufacturers, composed of hundreds of infant industries now grown to full strength, at their last annual convention passed strong resolutions in favor of the new policy; they are now working for it hard.

They realize the necessity for broadening their markets. How much more should we, the manufacturers and distributors of America's greatest finished product?

I feel sure that after study and consideration you can decide but one way. The ground has been broken and the seed sown. Let us all help till the soil that we may reap the great harvest that will come from open world's markets for the products of the members of the American Meat Packers' Association.

#### Endorsement for the Reciprocity Movement.

Gentlemen, I beg to offer the following resolutions:

"Whereas, The members of the American Meat Packers' Association are convinced that a thoroughly intelligent investigation and revision of the tariff would greatly increase the prosperity of the farmers, livestock raisers and meat packers of this country, opening many foreign markets now closed or practically closed by the negotiation and ratification of reciprocal treaties between foreign countries which thus discriminate against our products; and

"Whereas, Such tariff revision would, by the broadening of markets, tend to insure greater stability to business and to the value of our products; therefore, be it

"Resolved, That the American Meat Packers' Association indorses the platform of and pledge its support to the American Reciprocal Tariff League in its efforts to attain this object; that it formally declares itself in favor of establishing a non-partisan tariff commission with semi-judicial powers—as, for example, power to summon witnesses—this commission to investigate thoroughly and scientifically the various schedules and from time to time submit their conclusions in the form of recommendations to the Executive and to Congress."

THE PRESIDENT: We certainly thank Mr. Evans for the very able paper that he has just read. It has been instructive to all of us, and in the name of the association I tender the gentleman our hearty thanks. The resolution presented by Mr. Evans, under the rules of this convention, will go to the Committee on Resolutions without debate.

#### Representative of the Livestock Interests.

Now, gentlemen, I referred in the opening address this morning to our great allied interests, the growers, the raisers and the shippers of livestock in this country. Our interest, it appears to me, is mutual in the great questions that confront us, and it is necessary for the livestock men and the packers to stand united together against anything which might possibly work injury to either industry.

We are fortunate and singularly privileged in having with us to-day a representative—and a fitting representative—of the great livestock interest of this country. It has been considerate on the part of that gentleman to come here to-day to speak to this convention. He has been actively engaged in the raising and breeding of livestock in this country for more than a quarter of a century, and he has made a great success of that line of business.

The gentleman has never been connected with failure yet in anything he has undertaken; but furthermore, gentlemen, you will know him better, perhaps, when I tell you that he represented the great State of Kansas in the American Congress, and more than that, he was a representative of that great western commonwealth for one term in the Senate of the United States. He is a man of national reputation, fair in character and rare in eloquence, and, gentlemen, I predict for you a rare treat here this afternoon in the address about to be delivered by ex-Senator Harris, of Kansas. (Applause.)

## INCREASING OUR FOREIGN MEAT TRADE

By Former U. S. Senator W. A. Harris, Lawrence, Kansas.

Mr. President, Gentlemen of the Convention: I must admit I am somewhat embarrassed by the exceedingly kind and complimentary introduction with which your chairman has honored me. When I was invited to talk to this Convention I felt some delicacy because I regarded you as experts in your line, men who had achieved wonderful things, and it seemed from that point of view

absurd that I could tell you anything about your great business. I have, as the chairman says, been connected during nearly all my manhood days with the breeding and raising of cattle, and one of the things I am more proud of today than any other is that that great interest and the great interest through which it meets the markets of the world are getting together and are understanding each other as fair, honest men should.

### Reasons for Our Prosperity.

My friend Mr. Evans in his admirable address, which I regretted was not longer, mentioned our prosperity. I have been impressed immensely with our prosperity. In the last few years I have traveled from one coast to the other, I have traveled in the British possessions, been to the Rio Grande, and it is something that has been tremendously impressed on me. Naturally we are led to enquire where and how it has originated and what is necessary to maintain it; and yet, I wish to say that all this will seem "a school boy's tale" in comparison with what the future holds for us with wise and intelligent action upon the part of the American people and, particularly, upon the avoidance of obstructive legislation. One of the most important acts of the legislator is to undo the unwise and selfish and narrow legislation of the past.

What is the source of this present prosperity? I remember very distinctly, Mr. Chairman, when it first dawned upon the country. We had been told that if we would but restore the Republican party to power, and there was a promise of high protective tariff legislation, that it would immediately begin to be felt. The triumph of the Republican party was assured in the fall of 1896, but all through that winter we had but a continuance of the paralysis that had so long afflicted the country. In March, 1897, the Congress of the United States was called together in extra session for the formulation of a new Tariff Bill. This measure was completed in June, 1898, and still all through that summer conditions remained unchanged. When the Wilson Bill was enacted in 1894, all of the calamities that fell upon the country in 1893 have been charged up to it as the result of anticipation. The shadow of coming events, however, in this case did not seem to be effective. I remember very well, Mr. Chairman, when the first ray of light began to illumine the dark horizon.

In the fall of 1897 I was in Washington. About that time it was discovered that the world's crop of wheat for that year was 360,000,000 bushels short of an average crop. The Honorable Secretary of Agriculture called my attention to this fact, and to the further fact that we had produced the record crop of our existence; that my own State (Kansas) had produced 92,000,000 bushels. And he stated that the foreign demand would be such as to rapidly advance the price of wheat, and that our western farmers would begin to light their homes with burning mortgages, and that prosperity would once more come to us. Doubtless you can all remember that about that time the price of wheat began to advance, and in December of that year, for the first time in twenty years, the western farmer received the long sought dollar a bushel for his wheat. Europe needed our bread. France relaxed their prohibitive duties. Germany did the same, and there was a steady stream of American wheat flowing across the Atlantic to feed the hungry millions.

### The Spanish-American War.

Hardly had this tremendous demand somewhat relaxed when a great historic event took place. Mr. McKinley sent in his message to Congress early in '98, that the condition of affairs in Cuba had be-

come intolerable. The Congress of the United States promptly passed the resolutions of intervention. Spain responded by a declaration of war. We immediately put into the field an army of 250,000 men, and enormously increased our naval armament in every direction. There ensued, of course, an enormous demand for everything that was necessary to feed and to clothe and to maintain in the field this tremendous force.

Hardly had the roar of our guns died away among the Santiago hills when the Philippine war came upon us, and we had to maintain an army with all the waste and extravagance of war in that far distant field, involving an enormous supply of everything to eat, to clothe and to arm and equip that army. This had not terminated when another explosion occurred. Great Britain determined to crush out the little South African Republic. She put an army into the field of 300,000 and the United States was again called upon to supply them with millions and millions of pounds of meat, of bread stuffs, enormous quantities of forage, and everything that was necessary to maintain an army in the wilderness. In the West not only did the price of meat and of wheat feel the effect of this demand, but our little pony horses, that had been almost without value, rapidly advanced double and quadruple their former value. Missouri mules went up by leaps and bounds, and 60,000 of them found their way to South Africa.

Hardly had this terminated before the world was shocked by the beginning of the most tremendous war of modern times. Russia and Japan became interlocked in a struggle which required the arming and feeding and equipping of armies without parallel—a million of men on each side were arrayed against each other. And again all our resources were taxed by the demand to supply one or the other of these combatants.

Not only have these startling historical events occurred, demanding and furnishing a market for all our surplus products, particularly such as you gentlemen alone could supply, but there were other unusual circumstances present in the last ten years.

### A Wonderful Series of Years.

We have never in our history as a country had such a wonderful series of successful agricultural years. With the exception of 1901, it has seemed as if it was only necessary to tickle the earth with a hoe in order to have the response of an abundant harvest. That was not all, Mr. Chairman.

We had often wondered of what value to the country the purchase of Alaska from Russia, made by Mr. Seward, would ever be. We had supposed it was simply a barren waste, covered with glaciers and snow-clad mountains, and devoid of anything useful to man. The energy and persistence of our miners, however, had demonstrated that in those frozen valleys were wonderful deposits of gold, and there has since that time been flowing a steady stream of gold into the arteries of the world's commerce. The world's total production of gold for ten years amounts to the tremendous sum of \$3,000,000,000.

All these circumstances combined have not only made us marvelously prosperous, but the whole world has prospered. Never before in the history of man has there been such an improvement in the physical and economic condition of every civilized people.

Such has been the prosperity of the rest of the world, that if there were no stupid barriers in the way of old-time and obsolete tariffs, the American farmer and carrier and packer would still be taxed to the utmost for all that they could produce and furnish to satisfy the demand for the highest priced food. The world's demand for our surplus, Mr. Chairman, stimulated in recent years by the events to which I have alluded, with the most fortunate conditions at home, has made our prosperity. It would have been a miracle had we not prospered. And when this demand is met by the intelligence of the American packer, by the marvelous development which you have made in the preparation, preservation and transportation of food products, we can only wonder that obstructive theories are permitted to interfere with this great result—a result which passes beyond you and reaches all of the great agricultural interests which underlie everything in this country.

The old idea of our high-protective tariff brethren was that if we could just locate the factory alongside of the farm, the millennium would arrive. They seemed to have the happy idea that the factory

hands would eat all that the farmers could produce, and that the farmer would utilize all that the factory could turn out. What a truly simple proposition for universal happiness this seemed!

The fact of the matter is that no man has ever lived who ever in his most sanguine and optimistic dreams could measure the product of the productive energy of this nation. It will unquestionably always be the agricultural country of the world, and the chief support of this agricultural must, as it has always been, be the production of meats fit for human food. So far as manufacturers are concerned, but one-hundredth part of our productive energy would be necessary to supply the world.

### Packers' Work the Greatest.

In the great march of civilization and progress no work has ever been done more valuable, and let me add less appreciated, than that which has been accomplished by the packers of the United States. You have opened up markets for every kind of livestock in any condition, at all seasons of the year, no matter where located. You take this enormous supply, and by improved methods you can convey and distribute in the best possible form meat products to regions where otherwise they would be absolutely without. Scientific methods and the most perfect organization have enabled you to utilize every possible element by-products heretofore wasted, and to derive a legitimate profit where the ordinary and unskilled butcher would be face to face with ruin.

As a representative of cattle interests, I desire here to say that I know of no man connected with your industry who did not cheerfully accept the suggestion for national inspection and improved sanitary conditions in your business. Doubtless it was true that in the tremendous increase of demand and the rapid growth of the business, old buildings here and there were being utilized that needed better light, better ventilation and improved sanitary conditions, but I have never known anywhere an objection on your part to any change for the betterment of the service and the increased value of the product.

National inspection began simply as a means of satisfying foreign governments. In this big country of ours we had not thought that inspection was necessary. We have the healthiest flocks and herds in the world. All of the conditions surrounding the growth and finishing of cattle, sheep and swine are superior to those which exist anywhere else in the world, but with the increase in population—particularly of our great cities—it became necessary in order to inspire confidence at home and abroad to make inspection of interstate as well as foreign commerce.

### Cattlemen Favor These Reforms.

The cattle men of the country are heartily in favor of every practical suggestion that will result in the general good. No packer has ever opposed anything of this sort. They are intelligent business men of the highest class, and who know that the result in the world's market must depend upon confidence in everything connected with the manufacture. Both the packers and the cattlemen occupy common ground when they say that measures that are intended for the general good—for the protection and welfare of the whole people—shall be paid for by the whole people.

We object to the burdening of this industry with a tax which is for the benefit of all. In our foreign trade particularly we want and must have a national inspection. If it is paid for by the packers, it becomes at once a packers' inspection; and in every country in Europe it will lose caste as a partial and imperfect system.

The cattlemen are with the packers in objecting to the absurd requirements that the labels upon canned goods shall be dated. This is a most fanciful and ignorant requirement. If the packing process is good and sound, the contents of the can do not change in any appreciable time. The condition of the can at the time of sale is the only criterion. If it is good, a month or a year makes no difference; time is no benefit if it is badly packed. In the domestic market, that which is spoiled, whether it is new or old, is immediately returned. In the foreign demand every can is inspected and its condition determines its acceptance or rejection.

Such things as these simply hamper and embarrass men working honestly and honorably under the good law now in force. Stability is essential and, having a good law, let it remain until people become familiarized with it and only demand change upon evidence of absolute necessity.



### No Artificial Barriers Needed.

The world is growing smaller every day. Increase of population, steam and electricity have not only brought individuals shoulder to shoulder, but nations as well. Individuals have to restrict their liberties for the common good and nations have to consult each other's welfare as well as their own. We are so closely interlocked that no nation can suffer disaster or long continued distress without its being felt even across oceans. Commerce is an exchange of products; in the ultimate analysis an exchange of labor. No artificial barriers, beyond fair and just requirements for revenue and different conditions, should be required at any gateway.

Germany had a just cause of grievance when we slapped her in the face by a provision in the Cuban reciprocity treaty, forced in the sugar interests before they were permitted to pass, that no reduction of duty on sugar should be made with any other nation while that treaty was in force. She also had a right to complain when we put up a barrier of 75 per cent. on her sugar and 90 to 100 per cent. or over upon her woolen fabrics, and from 65 to 100 per cent. upon many other of her products. It is no wonder that she should say we cannot do business on those terms.

When reciprocity was killed in the house of its friends, all Europe and particularly Germany began to adjust themselves to new conditions. Carefully and methodically, as is her custom, Germany proceeded to readjust her own tariff schedules. She did not hurry, but she took care that she occupied the strongest position at every step. More than two years ago we were startled by the information that she had formulated a new tariff system. Her autonomous or maximum schedule was an enormous increase over former rates—so high as to absolutely shut our agricultural products out of her markets. Her conventional rates made as a result of reciprocal negotiations were very much lower.

She proceeded at once to make these conventional rates by agreement with seven of the principal European nations, and she has ever since stood ready to take up the matter with us. Her maximum rates will shut us out, and yet all that our State Department has been able to do under the law has been to obtain from time to time an extension and postponement of the evil day.

### Root's Intentions Are Good.

I desire to bear testimony to the magnificent intelligence and patriotic purpose of our distinguished Secretary of State, who has labored without ceasing to do all that could be done under a meagre and inadequate law. Section III and IV of the Dingley Law, if it had been properly carried out, would have been a magnificent recognition of the principle of reciprocity. The worst feature of the Wilson Law was its failure to recognize this beneficent principle of human action. I was gratified, therefore, when I saw put in the Dingley Law, with the highest praise and encomiums on the part of its friends, at the time of its passage, these two sections. It delighted me to know that the President would be authorized to make treaties with foreign nations on the basis of reciprocal concessions. I believe that the experiment under the McKinley Law had fully shown the advantage of this recognition of every day business requirements.

Unfortunately, however, the shrewd gentlemen who manipulated this bill only held "the word of promise to the ear to break it to the hope." First, they had the power to present ratification in the Senate, and this was used in spite of every protest. They also had a time limit in a proviso that such treaties must be negotiated within two years of the passage of the act.

Of course, it was easy for these gentlemen—notwithstanding Mr. McKinley's prompt action—to hold up every treaty for two years. The section then became null and void. The favored beneficiaries having obtained far more than they were entitled to, by this treacherous action, are now screaming louder than ever when they are asked to give up any part of what they so dishonestly obtained.

### France Was Humiliated.

France, likewise, was mortified and humiliated by the smothering to death of a treaty in which she had shown so much fairness and liberality, reducing her duties on the greater part of her schedule from 25 to 60 per cent., while we on a limited number of articles made a reduction averaging less than 7 per cent.—in one case only, that of knit cotton fabrics, reaching the legal limit of 20 per cent. Mr. Kasson

estimated that the French treaty would have been worth forty millions a year to the agricultural interests of the United States.

That big-brained, far-sighted man, Mr. Nelson Morris, told me himself that had the treaty with France been ratified he had all arrangements made to ship a thousand bulls a week to the French market—the French people demanding heavy boiling meat—and thus affording an admirable outlet for a class of goods difficult to dispose of at home.

Of course, this was an admirable illustration of an important feature of our foreign trade, the character of the demand varying with every nation with whom we have business. With us, we seem to have 80 per cent. of the demand for beef concentrated upon about 20 per cent. of the supply, being a portion of the upper half of the carcass. The 80 per cent., or lower half, has to be sold at extremely low prices to find a market, and a large part of it must be prepared and sent out to the world's markets. In connection with our exports of foreign products it is of interest to refer to the 1906 report of the Secretary of Agriculture. Mr. Wilson says, taking the figures of the census of 1900:

"The meat production of 1900, in terms of dressed weight and weight of edible parts not included in dressed weight, was 19,186,330,000 pounds, of which



JOHN J. FELIN  
(J. J. Felin & Co., Inc., Philadelphia),  
Director of the Association.

2,433,035,000 pounds, or 12.68 per cent., were exported, so that the national consumption was 16,753,295,000 pounds.

"Such great numbers may be better understood if they are reduced to the average of the census private family, 4.6 persons. To such a family in 1900 the farmer supplied 49 pounds of veal, 431 pounds of beef, 30 pounds of lamb, 39 pounds of mutton and 465 pounds of pork, including lard, or, in all, 1,014 pounds of meat, amounting to half a ton.

"If the exports had been consumed at home, they would have given to each family more beef than the foregoing by 50 pounds, more pork by 97 pounds, or together 147 pounds.

"In the consumption of meat, expressed in terms of entire animals, each family asks the farmer for over one-third of a calf, over two-thirds of a steer or cow, over three-fourths of a lamb, nearly three-fourths of a sheep and two and one-half hogs, and the farmer responds so liberally that one-eighth of his supply is left over for the foreigner. It is upon the selling of this surplus in foreign countries that the farmer depends for the maintenance of profitable prices for his meat animals.

### Large Place of the Surplus in the World's Trade.

"This fraction of one-eighth is small, but it becomes remarkably magnified when it crosses the Atlantic Ocean. The national surplus of meat for one year, if composed of the different kinds as actually used in consumption, is sufficient to feed either the United Kingdom or the German Empire for nearly

half a year, or both for nearly one-fourth of a year, and the population of these two countries in 1901 was 98,000,000, as compared with a population of 76,000,000 in this country the year before.

"This little fraction of the national product of meat which goes to other countries looks large when viewed in another aspect. In the world's international trade in packinghouse products and live meat animals the place occupied by the exports from the United States is indicated by about 40 per cent. of the total value."

According to figures published by The National Provisioner on August 10th, which figures were compiled by the Bureau of Statistics of the Department of Commerce and Labor, the fiscal year ending June 1, 1907, showed a decrease compared with the same period, 1906, of approximately six and a half million dollars in meat products exported.

Of this amount the heaviest comparative loss was on canned meats, as this period covered the time in which the attacks of a year ago on our meat industry had the greatest effect.

### Figures for seven months ending July:

	1905.	1906.	1907.
Canned meats.....	\$4,277,305	\$2,804,476	\$997,530
Decrease from 1905 to 1906, 34%.			
Decrease from 1905 to 1907, 77%.			

Distribution: showing the effect has been general and not confined to any one country:

### Seven months ending July:

	1905.	1906.	1907.	Decrease from 1905.
United King..	\$2,271,455	\$1,762,716	\$484,550	79%
Canada .....	34,900	36,922	5,748	84%
Cuba .....	22,750	14,798	13,022	43%
China .....	94,527	41,891	1,394	99-85-100%
Japan .....	1,255,700	8,478	3,062	64%
Asia Oceania.	28,910	56,625	11,530	56%
South Africa.	212,813	373,906	75,379	64%

Exports of live animals for the same comparative seven months were about eight million dollars less in value than a year ago.

	1907.	1906.
Cattle .....	\$34,577,392	\$42,061,170
Hogs .....	309,440	630,998
Sheep .....	750,242	840,090
	\$35,637,074	\$43,532,258

### Live Animals and Fresh Meat.

The following paragraph relative to exports of live animals and fresh meat from the United States to Europe was taken from the Chicago Tribune, September 25rd:

"Washington, D. C., Sept. 22 (Special). Foreign restriction on American meats is growing, according to an announcement just authorized by the Secretary of Agriculture.

"At the present time the importation of live animals from the United States is prohibited by Denmark, the Netherlands, Norway and Ireland. Austria-Hungary, France and Germany exclude cattle. Great Britain swine and Austria-Hungary sheep and goats.

"The only European countries to which livestock is shipped from the United States are Great Britain and Belgium. The importation from this country of all meat except pork and sausages is prohibited by Austria-Hungary. Pork is excluded from Russia. Norway prohibits the importation of all fresh meat from the United States; fresh pork is excluded from Sweden, and other fresh meats from Denmark, while Germany excludes American fresh beef."

During the first half of August the French Government decided to waive its demand for a certificate of microscopic inspection on all imports of pork from the United States. We understand this concession is extended only temporarily, and is intended to be in force until a more permanent arrangement can be made.

Our Consul-General in Paris advises that, while the French Government is standing on its rights in the matter of tariff concessions to the United States, it is evident that an arrangement which would open the door to American meats would be warmly welcomed by all classes in France except the agrarian or stock-raising element. The same is true of Germany.

It will interest you to know that the duty on fat backs from the United States into France is 50 francs (\$9.65) per 100 kilos (220 lbs.), whereas the same product from Great Britain and other countries, which enjoy under treaty the minimum tariff rates accorded most favored nations, pay only 30 francs (\$5.79) per 100 kilos.

The livestock and kindred industries would doubtless be specially benefited by having reciprocal tariff treaty with the following countries, in many of which the duties are unreasonably high, in fact, almost prohibitive: Germany, Austria-Hungary, Brazil, France, Argentine Republic, Chile, Switzerland, Bolivia, Ecuador, Japan, Peru, Australia, Venezuela, New Zealand.

#### Co-operation Is a Necessity.

I will not attempt to argue as to the necessity for reciprocity, its righteousness or its advantages. It seems to me that every thinking business man recognizes it as an indispensable principle in his personal and private affairs, and as a proper national policy. As a recent writer well says, "No man ever got rich by transferring money from one pocket to another." No nation ever became wealthy by selfishly holding itself aloof from other nations, and selling its products only to its own people. The policy of selfishness defeats itself in the end.

Other nations cannot constantly pay us in gold instead of a fair exchange of products without eventual bankruptcy. They will prevent this by encouraging or creating other sources of supply and we will lose our foreign markets unless we encourage reciprocity treaties with them. The manufacturer who opposes reciprocity is short-sighted and stands in the way of his own prosperity. The ability of consumers to buy is the foundation rock on which his business must rest. The farmer must have an adequate outlet for his surplus or else he cannot buy; and they would not be the only sufferers, for general prosperity rests primarily on the farm.

Co-operation or concerted action towards a given purpose is the secret of all success. Competition is no longer of the brutal sort that would destroy the competitor, but is being more and more confined to the superiority of the product, and the better character of the service rendered—elevating the standard to the efficiency of the most competent instead of degrading all to the measure of the weakest.

The necessity for co-operation in the last two years has been very widely felt among the cattle men of the country. Two years ago last January, at the annual convention of the National Live Stock Association in Denver, a resolution was introduced by Mr. A. H. Sanders, of Chicago, and passed unanimously, favoring active work in every direction in the interests of the reciprocal trade treaties with other nations. This was taken up actively by other associations all over the western country, resulting finally in a call for a convention which was held in Chicago and which proved to be remarkable for the full attendance and high character of the delegates representing every phase of industry; the cattlemen, however, largely predominated. As a result of this there was formed the American Reciprocal Tariff League, which has been actively at work ever since, and which has undoubtedly contributed largely to the postponement of what would have been an actual tariff war with Germany.

#### A Tariff Commission of Experts.

The creed of this league is the appointment of a tariff commission composed of experts in every line of production which is interested in foreign markets; this commission to consider the adjustment of tariff schedules from time to time, making recommendations to Congress and to the President wherever changes may seem to be advisable and for the best interests of all. Also, the establishment by Congress of what will correspond to the autonomous rates of Germany, or what is generally called a maximum schedule; limit is to apply to all nations who do not enter into reciprocal negotiations for the establishment of the lower or conventional rates of duty. This is generally called the minimum, but as it will undoubtedly have to be flexible and vary with different conditions, it will only be within certain limits which will have to be fixed by Congress.

Section IV of the Dingley Law thoroughly enacted this principle. The limit was fixed at 20 per cent. below the specified schedule, and within that limit the President was authorized to make the best terms he could. If these features were once established, the tariff would cease to be a political question. It would be more or less automatic and entirely within the control of men who would have no axes to grind or indulge in the ordinary log-rolling process by which tariffs are made.

Members of Congress, as a rule, have but little accurate information as to the character and needs of foreign trade. They respond, of course, to the insistent demand of interests located in their district,

whether it is really wise for that interest or a suitable public policy. The result is that combinations are made and votes are obtained which result in measures frequently injurious even to the parties in interest, and horribly injurious to other interests equally important. It is simply a scramble—each one endeavoring to get the most.

It would be foolish to take up your time by an endeavor to describe some of these iniquitous blunders.

#### Work Must Be Done With Congress.

I will not indite any statistics upon you because you know as no other men know the difficulties that confront the exports of food products. I hope that you will adopt the resolution which has been offered, and I am sure you will have the hearty support of all the livestock producing interests throughout the country. If all of these interests can be combined, and the matter taken up personally with every member of Congress, we will certainly see some progress made.

Whatever may be the party and political difficulties of the present situation, the next session of Congress should at least take the first step and organize a commission of the character that I have indicated, which can consider all of these matters and be prepared to report at an early day in the next session the changes which should be made.

There will be no disturbance of business if business men know that the matter is not being considered by men who know their business and who are not desirous of making votes or playing a political game. The changes can be made gradually, so that business would rapidly adjust itself without shock or disturbance. The President should be authorized to take up the question of reciprocal treaties with other nations, and there would soon be a more friendly sentiment exhibited towards us everywhere and co-operation in arriving at a wise and just settlement of problems more and more essential to the well-being of all.

In concluding, I want to call the attention of this convention to a subject that I listened to with tremendous interest in January, 1903, in the Senate of the United States. Senator Dolliver was remonstrating against some aspirations which had been cast upon the character of McKinley, and he absolutely scorned the idea that there was anything unfair in the fact that the duties had been made high, in order that there might be room for reduction by reciprocal treaties. Senator Dolliver said:

"I do not intend, having been all my lifetime a disciple of Mr. Blaine and nearly all my lifetime a follower of William McKinley—I do not intend to sit quietly in this chamber while it is said to be infamous that anybody should have the notion that a tariff schedule once framed could not be honor-

ably modified by sensible trade negotiations with the world.

"It is a reproach to the Government of the United States today that there is hardly a line of the wisdom of James G. Blaine remaining upon the statute books of our country, and that not one step has been taken to give reality to the magnificent vision which illuminated the last days of poor McKinley's earthly career.

"I for one have made up my mind that the time has come when somebody whose convictions do not lie along the path of silence and quietude and ease in our political Zion, should declare here that the whole future of the protective system in the United States depends upon the wisdom with which the Congress of the United States fulfill the aspirations which found an expression so lofty in the last public utterance of William McKinley."

**THE PRESIDENT:** There is one matter that I would like to mention. Hackneyed or high-sounding resolutions of thanks are not necessary in this case. The profound, respectful, and serious attention you have given the Senator throughout his address is the highest compliment that you could pay him. The Senator was right. He has given us something to carry home with us, and we thank him for it. Before we proceed any further, our assistant secretary wishes to make some announcements.

(The Assistant Secretary then made announcements regarding the programme.)

#### Introducing a Lard Expert.

**THE PRESIDENT:** The next on the programme is a paper by Mr. W. B. Allbright, of the Allbright-Nell Company, Chicago, on "Practical Considerations in Lard Manufacture." We will now hear from Mr. Allbright. This no doubt interests the whole packing fraternity. We all know a great deal, and some of us think we know it all, but there is a little left for all of us to learn, and we came here for that purpose, and I know nothing of more importance in the beef packing business than to know how to make good lard, and the man that fails in doing that would better get out of the business as soon as possible.

We are here for information on this subject and we are privileged to have with us a gentleman who has had fifteen years' experience in that line of business. He has taken considerable pains to prepare a paper to read before this convention, and I ask for Mr. Allbright your respectful attention.

## PRACTICAL CONSIDERATIONS IN LARD MANUFACTURE

By W. B. Allbright, of The Allbright-Nell Co., Chicago

Steam lard is the basis for the manufacture of most lards, and therefore I will begin with a description of the manufacture of prime steam lard.



Steam lard is either made suitable for delivery to the consuming trade by a process of lard refining and cooling, or it is sold for delivery on Board of Trade contracts.

It is quite important, therefore, that we all should be able to make prime steam lard suitable for Board of Trade delivery. I will quote from the rules of the Chicago Board of Trade defining its standard. Chicago Board of Trade Rules in force June, 1907, Page 87:

#### Prime Steam Lard.

"Standard Prime Steam Lard should be solely the product of the trimmings and other fat parts of hogs rendered in tanks by the direct application of steam, and without subsequent change in grain or character by the use of agitators or other machinery, except as such change may unavoidably come from transportation. It must have proper color, flavor and soundness for keeping, and no material which has been salted must be included.

"The name and location of the renderer, the date of packing, and the grade of the lard shall be plainly branded on each package at the time of packing."

The tanks referred to are iron or steel tanks, round, with cone bottoms and dished or cone heads. A very good size for a steam rendering tank is as follows: Diameter, 6 feet 6 inches; shell, 14 feet, with a cone bottom of 30 inches to the bottom of the cast-iron flange. A 2-inch slush cock 24 inches from the shell down the side of the cone, and 1½ inch steam inlets on both sides of the cast-iron flange. The head can be either dished or cone with a manhole 18 by 22 inches. The tank should be fitted with two draw-off lard cocks, the lowest one placed 5 feet from the bottom of the shell and the other 10 inches above it and 6 inches to the left.

The steam line coming from the boiler must have a reducing valve to reduce the boiler pressure to 40 lbs. In addition to this there must be a pop valve between it and the tank, set at 40 lbs.

The top of the tank must be connected with a water condenser and provision made for the non-condensable gases, which should be passed underneath the fire of the boiler. The bottom of the rendering tank can be closed either with a 12-inch quick-opening gate valve or the old-fashioned drop bottom. Where time is an important feature the quick-opening gate valve pays for itself in a short time. Where there is plenty of time for the next charging of the tank the drop-bottom is just as serviceable.



### Method of Manufacturing Steam Lard.

For rendering a tank of lard the following is a good method. See that the tank is well washed out and clean, and then close it at the bottom. Put in a few heads (a couple of barrels) if you have them, or any kind of bones, and start cold water running into the tank at the same time. Keep the water running and fill up with material to be rendered until the tank is three-quarters full. Then turn on steam and warm up as fast as possible.

You can continue filling the tank with material to within 18 inches from the manhole. Then shut off steam and draw off most all of the water. Do not draw off all the water, because the contents of the tank may pack.

Put on the manhead, turn steam on full and heat as fast as you can with the vent cock open. Continue until the pressure shows blue steam at the vent. Then shut the vent cock and open the escape valve just enough to give freedom to the gases that are beginning to form. Get the pressure to 40 lbs. as soon as you can.

As cold spots make sour lard if not gotten rid of promptly, the tank man should watch the sides of the tank for them, and if any are found he should shut off steam and draw off the water. This will remove the cold spots. Then turn on the steam again. The tank should be watched occasionally to see if it is foaming, by opening the pet cock. In case tank foams it is because the tank is either too full of material or has too much water in it. This can be remedied by shutting off steam and drawing off water. It generally takes from 7 to 9 hours to render in this manner, according to material which is being rendered.

After the tank is cooked shut off steam and open pet cock and also the escape valve, but be careful not to vent too much, or the tank will roll. Unscrew crabs just enough to loosen up. Do not take the manhead off too soon, because you may start the tank to rolling.

### Drawing Off the Lard.

After you are well satisfied that there is no more pressure on the tank, take off the manhead and let stand for two or three hours. Now you can draw the lard down to the draw-off cock by running off tank water from the slush cock. Draw the lard through a galvanized iron pipe into the receiver. The receiver is a small tank which can be varied in size according to different requirements.

The essential features of this tank are that it should have two partitions, one forming an underflow and the other an overflow through the tank, and an overflow spout where the dry lard, free from water, runs off to the cooler. Coolers should be iron tanks of not over 30 inches in depth. The other dimensions are immaterial. This tank should have steam coils underneath the tank and not in the tank. This is to keep the inside of the tank accessible for cleaning, as it is very important to keep the tank perfectly clean.

There should be one draw-off cock on the bottom, so as to be able to draw everything out. The draw-off cock for drawing the lard into tierces should be at least one-half inch above the bottom of the tank. Let the lard remain in cooler until cold enough to draw it into tierces. This will be varied according to circumstances, but the colder the better, so as not to injure the tierces. Before drawing into tierces take about two pails of lard out of the bottom cock in order to see that the lard is clean.

Lard rendered in the above manner will be found to be of proper color, of good flavor and the necessary soundness for keeping, and should readily pass Board of Trade inspection.

The amount of prime steam lard that can be made in the tank above described will be from 35 to 45 tierces, according to material used. Of course, it should be understood that the dimensions of a steam rendering tank can be almost anything, according to necessity. But the tank described is a very satisfactory size, and where it would be impossible to build one like it I suggest that the dimensions be followed in the same proportion. The diameter is almost exactly 46 per cent. of the height of the shell.

The tank should be built of thick steel, the thicker the better, and the cheaper in the long run, because the acids formed during the rendering act on the rivets and eat them up, and as time goes on the tank will soon leak at the rivets if it is made of thin steel. Wooden floors act on tanks and rivets, and you should always keep the rivet heads away from wood as much as possible, because the acids from wet wood eat out the rivets very fast.

Always place a tank so the fat going into it can fall in from a truck.

### Refined Lards.

Lard is refined to-day almost entirely with fuller's earth. Years ago caustic soda, borax, lime, alum, soda crystals and bicarbonate of soda were generally used; sometimes one ingredient alone, or more often a mixture of several of them.

The men who can remember the refined lards of 30 or 40 years ago will tell you that they had a far better flavor than the refined lards of to-day. Particularly was this true of lards refined with caustic soda and bicarbonate of soda. Still the use of these refining agents has gone out of date for all lards except kettle-rendered.

I am pleased to tell you that the use of a small amount of bicarbonate of soda is allowed by the United States Government authorities for use in kettle-rendered lard. This decision was given your Secretary last April upon his presentation to the government of an argument in favor of its use that I submitted to him for that purpose. However, the almost universal agent in use to-day for refining lard is fuller's earth.

### Fuller's Earth.

Where fuller's earth is added to lard it absorbs the coloring matters, and after it is removed by filtering the lard is almost absolutely white. It is for this reason of color that fuller's earth is used, and also because the lard is always dry and free from moisture after the fuller's earth is filtered from it.

That a very objectionable flavor and odor is given to lard by fuller's earth is lost sight of in the demand for color. This, in my opinion, is wrong, and some day it will be remedied. However, for the present there is nothing to do but to go with the tide, and I will explain the best way to use fuller's earth to whiten lard.

As I have mentioned, the worst feature in using fuller's earth is the flavor it makes. How to avoid the flavor or to keep it down is the peculiar art of each refiner. You would be surprised to know how much this flavor varies and how much really does depend on the ability and care given to the work of refining.

### Kind of Fuller's Earth to Use.

English fuller's earth has been used for almost 30 years, and there are those who believe that none but the English fuller's earth should be used. There are, however, many manufacturers who to-day use American fuller's earth. Of the two largest lard manufacturers in the world, one of them uses English entirely and the other American.

It takes time to change the custom of a generation. I have had practical experience with fuller's earth from almost every known deposit in the world, and I can say for the English fuller's earth that it is generally uniform, but there are American fuller's earths that bleach better, and excepting some Florida earths, there is no good reason for excluding good American fuller's earths. Their use depends more upon the intelligence and ability of the refiner than because of any material difference in their character. Uniformity in any article that is used for a particular result is a most important requirement and must be given due consideration. But you must know also that deliveries of English fuller's earth are not free from irregularities.

### Fuller's Earth Refining.

Fuller's earth is added to hot lard, mixed with it for a few minutes and then filtered from it by passing all through a filter press.

The most important point to consider is the temperature. If the lard is made very hot it will take up and retain a very strong flavor. This is very much objected to by buyers whenever it comes to their attention. The public do not know what causes the flavor, but whenever you get complaints that your refined lard is scorched, you may know that your lard refiner has been using the fuller's earth at too high a temperature.

Keep the temperature of the lard below 160 degrees F., and the lower the temperature the better.

The amount used varies from less than one-half of 1 per cent. to 1½ or even 2 per cent., according to the quality of the lard.

Fuller's earth can be mixed with lard either by agitation with air or by the use of a mechanical agitator. Local conditions and the size of the operation should determine which one to use.

It is of importance to remove the fuller's earth as soon as the bleach is done, and as the action takes place almost instantly, filtration should begin at once by pumping through the filter press. It is necessary, however, to let the first filtered lard return to the

fuller's earth kettle, the filter press being located with this end in view. Fuller's earth must not be in contact with lard over 15 minutes. It is possible to do the bleaching in less time than that by doing it altogether in the filter press by continuous circulation, but this is only possible in small refineries.

### Making Refined Lards Ready for Packages.

It is very important in warm weather that lard should be in firm condition when delivered to buyers. This can be accomplished by adding enough stearine to make the lard firm, or by cooling the lard without any addition of stearine, by the use of a lard cooling cylinder.

Up to the present time the condition of firmness required was obtained by a sort of combination of both of these methods; i. e., enough hardening was added to the lards so that the cooling capacity of a lard agitator was sufficient. But as only 5 per cent. of lard stearine can now be added, it has become important to increase the capacity of cooling.

The lard agitator is too slow. What is needed is a sudden cooling, so that absolutely all the stearine and oleine are bound together as one product.

There is no machine that will do this except the lard cooling cylinder. When in the employment of the N. K. Fairbank Company in Chicago I first used the cooling cylinder, and I believe no others were used before mine. This was about 1880-81. They have been used ever since and have now become a very important machine, and something that every manufacturer should have if he will manufacture with the greatest degree of economy and produce at the same time lard that will be satisfactory to the trade.

### Operation of the Cooling Cylinder.

These cooling cylinders are cooled by pumping or forcing cold brine through them. The brine must come from a tank, and if possible the cooling cylinder should be above the level of the top of the brine tank, so that all the brine in the cylinder can be siphoned out of it. If not possible, however, to locate it above, then the same result can be obtained by forcing the brine out with a pump. The lard to be cooled is best brought to the cooling cylinder by gravity, but can also be pumped to it just as well.

The temperature of the lard going on to the cylinder should be, for best results, not warmer than 106 degrees F., and the temperature of brine not above 12 degrees F.

Lard cooled in this manner drops off the scraping knives into a trough in front of the cylinder. Here it is churned by a worm or by a beater, and is drawn out at one end of the trough by means of a pump.

In order to get best results, and especially in warm weather, the stiff lard must be drawn direct into packages from the discharge line of the pump.

It is well, however, for service in the winter months to use in connection with the cooling cylinder a triple-motion lard agitator. When this is used the discharge from the pump delivers also by suitable connections into the lard agitator.

All refined lards are handled in the manner just described for bleaching and cooling. Whatever difference occurs in them is based on some peculiarity in formula. It is not my purpose to enter into the questions relating to formula.

### Kettle-Rendered Lard.

This is lard that is rendered by dry steam or by fire in an open kettle. There is so little made over an open fire that we may omit any consideration of it.

The steam-jacketed kettle used can be of any size or shape. For years the most popular kettle has been one that is quite shallow and that stands above the floor. When these are used there is always a great loss in labor both in filling the kettle and in removing the dry cracklings. Otherwise these kettles work fairly well. However, all of these kettles make dark or yellow lard, and while there are a few markets that prefer kettle lard slightly yellow, yet most markets want it as white as possible.

The best kettle is one that is round and provided with a center shaft with arms that can be revolved to keep the fat in motion. The kettle should be hung in the floor so the hashed fat can fall into it from the hasher. The bottom of the kettle should have a large-sized cock, so the cracklings will run out with the hot lard as soon as the rendering is done. The steam pipe leading to the kettle should have placed on it a regulating valve that can be set for 45 lbs. and 60 lbs. steam pressure.

### Method of Manufacturing Kettle Lard.

Turn on steam to jacketed kettle with reducing valve set for 45 lbs. steam and start the cen-

ter shaft revolving. Begin to hash the fat into the kettle, using any suitable hasher. The hashed fat should be about the size of hickory nuts. The more uniform the pieces to render the better will be the color of the lard, because the cracklings will cook uniformly and will brown together.

When the kettle has cooked about two hours there will be a rise in temperature to about 230 degrees F. Now add some bicarbonate of soda to keep the color white. The amount used depends on the material. If there is much skin with the fat, then use more bicarbonate. For each 1,000 lbs. of fat to be cooked the amount varies from  $\frac{1}{2}$  lb. to 2 lbs. Increase the temperature of the steam by changing the reducing valve to 60 lbs. steam pressure and cook right on until the temperature of the lard reaches 255 degrees F. Then shut off steam, open the outlet cock and run the entire contents of the kettle into an iron receiver. This tank should be fitted up with perforated strainers to strain out the cracklings, the lard running through and into a storage tank. The shape of this straining tank should be shallow and of a capacity equal to the contents of the rendering kettle.

The storage tank should be below the straining receiver if possible, but if not, then it can be put in any convenient place and the lard pumped to it from the straining tank.

The lard going into the storage tank must pass through two or more thicknesses of cheese cloth, or what is much better, it can be pumped through a small filter press. It is then absolutely clear, and after remaining long enough to cool down it can be drawn into packages.

Kettle lard manufactured in the above manner will be white in color, of fine kettle flavor and have soundness for keeping. I have suggested that the flavor from fuller's earth refining is wrong and that some time it will be done away with.

The true flavor for all lards is the flavor of kettle-rendered lard, and I believe the time will come when that flavor will be our standard.

#### Kettle Lard into Packages.

Kettle lard is drawn into packages most frequently without cooling. It simply stands in the storage tank long enough to lose its high temperature. It is best to draw into packages in a room that is cooled to a temperature about 45 degrees F. It can go into small-sized tins, 3's, 5's and 10's, at 160 degrees; into 50's and wooden packages at 120 to 140 degrees, and into tierces at 100 to 120 degrees.

Small packages filled at these temperatures, with the room at 45 degrees, make curly top lard and the tierces make grainy lard. If you want an extra rough top this can be made by a blast of air from fans, arranged to sweep over the surface of the hot lard in the pails. Sometimes electric fans are used and sometimes swinging boards produce the air blast. The celebrated Boston tops are made with electric fans.

Kettle lard is frequently cooled for packages by use of a triple-motion agitator, but this method gives trouble in warm weather. It should be cooled exactly as refined lards are cooled, by the use of the cooling cylinder; that is, from May to October, and in combination with cooling cylinder and triple-motion agitator in the other months of the year.

#### Neutral Lards.

There are two well-established grades of neutral lard—No. 1, All Leaf Lard, No. 2, All Back Fat. Both of these fats must be frozen before brought to the rendering kettle. Both grades are rendered in open kettles quite similar to the kettles for rendering kettle lard, only they must be shallow. The best arrangement of tanks calls for: 1, a kettle to melt or render in; 2, a settling receiver; 3, a strainer; 4, storage tank.

#### Method of Manufacturing Neutral Lard.

Hash the pure leaf much the same as kettle lard, only hash it much finer. Turn on steam when ready to start the hasher, using care not to get the hasher and delivery trough too hot, as it would melt the leaf before reaching the kettle, and if this is kept up would give the neutral too high a flavor.

Turn on steam in kettle as soon as leaf reaches it and increase or decrease steam according to condition of the leaf. If leaf is not thoroughly chilled use less steam, but when thoroughly chilled use more steam. Use only enough steam to crush the lumps. The temperature should not reach over 160 while filling the kettle.

Now increase the steam, carefully watching the thermometer. At 124 degrees F. stop steam and drop both neutral and scrap into the settling receiver. Do this quickly. Salt with  $\frac{7}{8}$  lbs. of salt to 1,000 lbs. of leaf. Settle for twenty minutes. Never allow

neutral to stand in this kettle longer than thirty minutes. Then lower the siphon within two inches of the scrap in bottom of receiver. Open cock and draw two pails of neutral before letting the balance on to strainer. Place two thicknesses of cheese cloth over the strainer and run the neutral from settling receiver through the cheese cloth and into the storage tank. Open the valve slowly, so the sieve will fill gradually. Change the cloth as soon as it becomes clogged. Allow it to run until the neutral becomes dark or scrappy, then stop.

Let the scrap out of the kettle, drain it as well as possible and send it to the steam rendering tank. After the neutral is all into storage tank, let it stand thirty minutes, skim thoroughly and heat to a temperature of 128 degrees—no more. Allow it to stand until temperature falls to 120 degrees, and draw into tierces. As soon as drawn into tierces roll them to a dry place, where the temperature is not less than 56 degrees, leave the bungs out of the tierces and let them stand for ten to twelve days. Then ship in iced cars.

A very good grain can be obtained by rolling tierces of neutral into a temperature of 70 degrees, leaving them there twenty-four hours and then into a cooler at temperature of 41 to 42 degrees. When handled in this way the neutral lard can be shipped in seven days. Never roll a tierce of neutral lard after standing three days, as it ruins the grain. It can be moved by a truck.

Good neutral lard should be grainy and taste like hickory nuts. Be sure to remove the bungs while grainings, as it helps the grain and vents the tierce.

#### Yields of Leaf Lard and Back Fat.

Leaf lard yields 91 per cent. of the frozen leaf, as neutral lard, and there is made from the scraps about 2 per cent. of prime steam lard.

Back fat yields about 65 per cent. of the frozen

and skinned fat as neutral lard, and the scraps from it yield about 18½ per cent. of prime steam lard, or a total of 83½ lbs. from 100 lbs. of skinned and frozen back fat.

I thank you for your kind attention, and while the suggestions and methods in manufacture I have mentioned are based on my personal experience of many years in these matters, and all of my work was in the handling of very large volumes, yet my suggestions will apply to the manufacturer of small volumes equally as well.

Experience is our greatest guide, but while personal experience is what must govern the individual, yet the experience of others should be well considered also.

**THE PRESIDENT:** Gentlemen, there is no necessity of expressing our thanks to the gentleman for the ample paper that he has just read to us on the manufacture of lard. And, gentlemen, if you do not make your lard nice and bright after hearing that paper read, then it won't be Mr. Allbright's fault.

The next paper to be read is the "Value of Care in Handling Offal." Packers look nowadays not so much to the carcasses or the meat products for any profit there may be in the business as they do to the offal and the proper handling of the same. Mr. Sterne has volunteered to give us a talk on that very important subject. He is engaged in that line of business and knows whereof he speaks, and I ask all you gentlemen to give your kind attention to Mr. Charles A. Sterne, of Sterne & Son Co., Chicago, on the "Value of Care in Handling Offal." (Applause.)

## VALUE OF CARE IN THE HANDLING OF OFFAL PRODUCTS

By Charles A. Sterne, of Sterne & Son Co., Chicago.

Mr. President and Gentlemen:

I do not know what your worthy Secretary or his committee may have expected in assigning so important a subject to me as "The Value of Care in the Handling of Offal Products," but having been for a great many years in a position to observe both cause and effect on this subject, I shall endeavor to treat upon it in as plain a manner as possible and give to you whatever benefit may be derived from the result of such observations.

This is no new subject to any of you, but in a great many cases it is a seriously neglected one. And I emphasize the word "seriously" again and again because it is so. Were the foremen or workmen in other departments of your plants as unmindful of the values that are daily going to waste in your packinghouses, through such carelessness as is practiced by some in the handling of offal products, you would dispense with their services. This neglect is all the more reprehensible for the reason that the saving in so many cases can be made without expense, or nearly so, by the simple use of more water in one case, more salt in another, or the more rapid handling of the material in question, whatever it may be, and the free use of horse sense.

I want to enlarge for a moment on these apparently minor mediums for saving, such as water, salt and rapid handling.

#### Benefits of the Free Use of Water.

In regard to the free use of water (by the way, this remedy is not strictly advocated while you are in Chicago) I have in mind a renderer of tallow and grease in a certain competitive market who, by the very generous use of water in cleansing his fat before tanking, is able to secure at all times and does secure a material increase in price over his competitors in the sale of both his tallows and greases, being careful to maintain uniform products as nearly as possible according to weather conditions.

Right here I want to remind you that a well-established reputation for good goods properly put up creates a demand for them at full prices or value, and greatly reduces the selling expense. And I would

emphasize that good old adage, "A good name is rather to be chosen than great riches." I entreat you, by all that is good and great, to build and develop a good name for your offal products, as well as for your meats, and you will be happy from one year's end to another.

Use a little more water, plenty of catch basins—and then more catch basins and a screen at the finish—and the village, town or city below your drain will have less occasion to complain, and you will be financially better off as well. But skim your catch basins every day. Don't allow them to run several days, for decomposition is going on all the time and practically destroying the value of your product. One catch basin in a large packing house in this city that had cost \$5,000 and was in addition to all others they then had, paid for itself in just one month with material skimmed from it twice daily. This is not saying you can do the same, for you already may be measurably more careful. But the subject is well worth looking into.

#### Use of Salt in Settling Lard.

Now as to salt. I rather like to cite an example in each case. It makes the argument more real and life-like and more comprehensive. A short time ago a well-known packer shipped a contract sale of lard to Chicago, to be delivered on sales of loose prime steam or contract lard, and it was rejected. The government inspector wanted it condemned, but reason prevailed with him. A packer took the lard and settled it thoroughly with salt, and it then passed inspection. Now here was a plain case of the value of care, for this lard had not had a liberal settling with salt, which would have carried all moisture and impurities down with it, and thus avoided the danger of being condemned by the government.

It may not be generally known, but I believe I will be supported by the best authorities when I say that not one ten-thousandth part of one per cent. of salt will dissolve in animal fat. Now don't say right away: "What makes butter so salty?" The answer is easy. The salty flavor is carried in the large percentage of water and is in the shape of crystals or brine; but none of it would remain in the butter if properly salted. So don't be afraid to use plenty of salt, and give it time to settle and carry down the moisture and impurities.

An incident occurred about a year ago that I believe is well worth telling. A packer came to me and said: "Mr. Sterne, I have just been looking at





a sample of our grease, and it is fine. I don't understand why we don't get within  $\frac{1}{2}$  to  $\frac{3}{4}$  of the market." Well, we went into the subject at length. It seems he had been shown one of the best-colored runs of the lot by his foreman. But his grease, as I told him, had a reputation for being very irregular in color, very high in free fatty acid (which as you know is the measure of decomposition), and was also very high in impurities.

#### How Proper Handling Increases Values.

He set about to correct these troubles, to handle his product more promptly, and to skim his catch-bins every day, instead of twice per week as formerly. He settled his product thoroughly with salt, and never drew too close to the bottoms. Then he built a hundred-barrel storage tank, which served the purpose of a room-saver and also enabled him to make his product uniform. And to-day, when he has a car of grease to sell, all one has to do is to say the name and the goods go at the top of the market.

Now this was done without any additional expense. Of course, he had to pay for the tank, but how many of you have had claims for poor quality or impurities that would very soon pay for such a tank? All of this leads us again to the adage about the "good name," etc. We can't get away from it.

In contrast to this I have in mind instructions given me by a large buyer a short time ago, never again to tender him a certain brand of goods, for the brand delivered on sales of a first quality product had been so packed as to contain a quantity of lower grade, in such a manner as to avoid the notice of the buyer's inspector who went through it. Gentlemen, it is almost needless to say that this brand will sell at a discount for a long time to come, and it will require time and patience to give it a proper standard of first quality again.

The value of care should always be uppermost in your mind, and when a buyer has a complaint get the goods back home again, or some of them, and arrange to avoid a recurrence of such trouble.

#### Quick Handling of Material Saves Loss.

As for rapid handling, I would remind you that decomposition is at work every minute, and this means a relative increase in free fatty acids of your products. The consumer of to-day measures this carefully, because such decomposition releases the glycerine, which cannot be recovered again. And the high value of glycerine naturally makes a considerable reduction in value of a fat containing an excess of free fatty acids. Therefore, the quicker you handle your material, the sooner you stop your loss.

A few words should be said about the sorting of fats according to markets. The value of your cutting room foreman is measured by his ability to cut the best-paying cuts to the heaviest percentages possible, and you should compare your values of fats in all grades, and sort close or full accordingly. Keep neatfoot oil separate, edible fats from prime tallow, light from dark greases, all according to value, and if you have no laboratory, get one and test all products and learn the value of care and its wonderful saving. But in following these last suggestions, be careful not to disturb the standard of your brands.

I would remind you that great nations have been sustained by proper care in the handling of waste products. France, for instance. Look what she does to-day with her sewage. Not a particle goes into the sea until all values have been first taken out. Millions are saved to her people every year as a result.

Take our cottonseed, formerly a waste product, and note what wonders have been accomplished by perseverance and care. It's too long a story—you all know it.

A great deal more might be said to you about fats, but I will talk to you about some of the other products, and will first give a little time to bones.

#### Care in the Treatment of Bones.

A few of the larger packers have given attention to this subject of the value of care in the treatment of bones. But many of you seem to think like this: "Oh, well, I have so little. What's the use?" With this sort of a notion it is hard to interest you. But if you can just find room for six or seven bins of a size to take care of an assortment of bones of from five to six months, and make the experiment of sorting according to your bone buyers' needs, you would find a very big percentage of profit in the investment. My information comes directly from several of the so-called smaller packers among our members who have tried it.

A few experiments will soon get the cooking right, so that you will get all of the grease from the bones and still not get them chalky. Bones never sold higher than in 1907, and you should start in at once if you are not already improving your methods.

Now a little fertilizer talk. To go deep into the technicalities of handling tankage, tankwater and blood would, I fear, overtax my time and your patience. I will briefly call your attention to a few leaks in the fertilizer department which are frequently allowed to reach serious proportions. One of the greatest of these occurs when you allow too much grease to go with the tankage. Grease brings a great deal more money than tankage, and any failure to separate them properly entails a serious loss. And the fertilizer buyer is also a loser, because the grease contains no element of fertility, and its presence in tankage retards the decomposition of the fertilizer in the soil, rendering its action so slow that its effects are not nearly as beneficial as they would be if it had acted more rapidly.

#### Taking Grease Out of Tankage.

An analysis of your tankage, showing it to contain 15 to 16 per cent. of grease, would doubtless greatly surprise you. Yet those percentages are by no means uncommon. Degreasing plants have been erected at many points for the sole purpose of removing the grease left in the tankage by some packers, and I have not heard that any of them are losing



JAMES L. GARNEAU  
(Waldeck Packing Co., St. Louis),  
Director of the Association.

money, although it does not pay them to work with tankage containing less than 12 per cent. of grease.

By taking all of the grease out of your tankage you not only increase your own profits, but you can also have the satisfaction of producing a vastly superior fertilizer.

Do not imagine that there is any gain in allowing an excess of moisture to remain in your fertilizer, or in letting trash of any kind become mixed with it. It is true that you may in this way turn out more tons, but the buyer only pays you for the actual plant food contained in the goods, and it is you, not he, who pays the freight on the foreign matter.

Too much moisture left in the tankage or dried blood not only injures its mechanical condition, but also facilitates the escape of ammonia, the most valuable ingredient in any fertilizer.

There is, however, but little use in handling your fertilizer with especial care and producing a better article than your neighbor unless, after it is made, you succeed in getting what it is worth. Some of the smaller packers, especially those new to the business, give but scant attention to the marketing of their fertilizer products, and frequently fail to secure their full value.

They sell on long contracts to speculators, several of whom have grown rich by the simple process of buying tankage by the ton and selling it by the unit. When they buy they get something for nothing, and when they sell they get full value of all that the goods contain. A profit of a hundred dollars is not

infrequently secured in this way on a single car of fertilizer. Even though you perhaps may not need the money, it might no doubt afford you much greater satisfaction to bestow it on some more deserving object, and I say to you that, inasmuch as there are ways of finding these values in your goods, you are doing your business an injustice if you do not avail yourselves of them.

#### Attention to Proper Handling of Casings.

The subject of casings is one that very largely depends upon the volume of business and the particular requirements of the packing house in question. Where the quantity is enough to make it worth while, or the requirements in the sausage department are sufficiently heavy, an expert with thorough knowledge should be employed. Particular care and attention should be given to proper salting and being watchful to have casings well fatted and at the same time avoiding as much as possible cuts and holes. Again, where the volume justifies it, a testing machine should be employed and all casings blown and carefully examined.

A great deal of trouble in the handling of casings comes from sour goods. When properly handled, well salted and kept in a cool place, this most frequent complaint can be obviated entirely, and a very material saving can be made through more careful attention to the details suggested.

But in the case of the smaller houses, where the quantity is not sufficient or the requirements of the sausage business of minor consequence, it is perhaps a much more economical plan to enter into a contract with some of the well-known casings houses, who make a specialty of the proper handling of these products.

There is perhaps, nothing in the line of offal products that the proprietor or the manager of a packing house gives so much of his time and attention to, with regard to the sales, as he does to his hides. But in a great many cases he overlooks the important points in preparing them for the market.

#### Get More Value Out of Your Hides.

The trade and the tanners have come to make a positive distinction between what is known as packer hides, taken off by the larger packers, and country hides, under which classification comes the take-off of the small packer. The difference in value for the same sort of hides ranges all the way from 8 to 15 per cent., and it behooves the small packer to take notice of a number of improvements which he can make with very little or practically no expense, and establish a good name for his take-off.

In the first place, a uniform standard of take-off has been well established for some time, and should be strictly adhered to. Particular care should be taken to avoid scores and cuts.

Perhaps the greatest mistake that a number of the smaller packers make is in wetting their hides for the purpose of making a gain in weight, sometimes to the extent of from 4 to 6 per cent. They make themselves believe that they have gained by so doing, while as a matter of fact they turn right around and accept from 8 to 15 per cent. less in price than they might receive were their hides to conform to the standard of the so-called "packer hides," which are put into the pack with a first grade of salt and without the addition of any water or moisture for the purpose of making them gain in weight.

It is obvious that the tanner in the purchase of hides is aware of the many discrepancies in country hides. When he comes upon a brand of country hides that has an established reputation for good yield he will pay accordingly. It is also truly apparent that the sooner you bring your hides to the highest standard by the use of care, just so soon will you have established a reputation and a possibility for obtaining full market value.

Of course, the small packer is at a disadvantage in not being able to furnish straight cars of certain brands required by certain tanners, but dealers through their sales will soon learn to pay better values for mixed sorts that are properly put up and have a reputation established.

Gentlemen, I want to thank you for your kind attention to my remarks, and I shall feel deeply gratified if anything that I have said shall have proved of some value to you either individually or collectively. Again I thank you.

**THE PRESIDENT:** We will take the next subject for discussion, which is "Getting Money Out of Glue and Glue Stock," by Mr. Friman Kahrs, of East Haddam, Connecticut, acknowledged to be one of the best experts on that subject in the country.

## GETTING MONEY OUT OF GLUE AND GLUE STOCK

### By Friman Kahrs, East Haddam, Conn.

Selling glue is a profitable business; about this there is no doubt. But if you should ask the glue-



makers about their end of the business some of them will shake their heads and advise you not to touch that line. Profits on the sale and losses on the manufacture occur quite often in the glue line, and this is due to a peculiar condition existing in that trade. If, however, the proper remedy

is applied the profits on the making of glue will not be diverted from the maker, and it is about this matter that I shall try to inform you in this paper.

The 1900 census reports on 61 glue factories in the United States, a trade list of manufacturers, dealers and importers of glue and gelatine, shows 330 names. Selected trade lists for 50 different trades using glue contain nearly 47,000 establishments requiring this article. Which means that there are between four and five dealers and nearly 800 consumers to each glue-maker. Around ten million dollars was some years ago the annual amount paid for glue and gelatine in the United States, according to a trade estimate.

Up to about 1800 the glue-maker had the whole field alone—he and the dealers. The latter usually financed the business, buying first the raw material for the glue-maker, and then selling the manufactured product.

#### Lack of Means to Determine Glue Values.

The chance to make a profit first on the raw material and next on the glue gave the dealer special advantage, but what counted for more, was the lack of adequate means for the determination of glue values. Glue was and glue still is an uncertain product; neither maker nor dealer can gauge the practical value of it in such a manner that these values can be demonstrated to the consumer. The trade can in a measure establish comparative values, but he who uses the glue has to guess the results.

The drawback to the glue business is found in this condition, and it is this condition that must be met and conquered if there shall be more profit for the manufacturer.

For the glue dealer the situation was not so difficult as it was for the small glue-maker who only produced one or two grades of glue. The merchant came continually in contact with a great number of consumers, and in this way he built up a glue distributing machine, the most important parts of which were made up of trade experience and special knowledge about the practical workings of glue, which all of it was gained through years of direct connection with the consumers.

Such trade facts were all the time accumulated in the office of the dealer, and kept there. He had the exclusive command of the selling arguments and the distributing facilities, and as long as the glue consumer could not be shown practical glue values in figures referring to practical work, it was very difficult for the glue-maker to dispose of his product direct to the consumer.

#### How to Estimate the Value of Products.

A reference to the fertilizer trade will help to illustrate how this absence of means for the gauging of glue values has put the glue trade in a position apart from other trades. Suppose chemistry gave no information about the quality and the value of fertilizers, and that field trials and trade experience made up the only basis for the judgment of values. Suppose also that the public had no access to this trade knowledge.

It would under such circumstances be difficult to dispose of fertilizers, and the dominant factor in the business would be the trade experience. The raw material would naturally be low in price, while the branded product handled with the aid of trade knowledge would bring good profits.

But chemistry tells exactly what there is in fertilizers, and these are therefore sold anywhere at current market prices. The Indianapolis packer sells to Indiana farmers his fertilizer, and gets full price for every component part of any value, while the Indianapolis furniture factories would not dare buy a single barrel of Indianapolis glue, unless this glue first had been sold to their dealer and by him shipped and billed to Indianapolis, simply because glue is not

sold under any grade figure which guarantees a certain amount of gluing efficiency.

Before there could be any change in the conditions governing the glue trade, the problem of glue testing had to be solved, and as it was only some few years ago that a satisfactory working system of glue valuation on basis of glue tests was established, the effects of this new factor have not yet been felt to any extent in the trade. We know that this new testing system answers the purpose, as that has been demonstrated during years of practice in different lines of work, and though the trade is loath to part with old traditions, we can readily see that important changes are going to take place in the glue trade.

What the chemical analysis does for the fertilizer the new test reports will do for glue. All we have to do is to change the business policy in such a way that not a single pound of glue is sold unless it has the stamp of a certain guaranteed grade value.

#### Profit Enough in Glue With Right Policy.

If glue-making in the past failed to bring profit to some, the main reason was as we have seen—that they were not in possession of the required distributing machinery. But for this outfit there will be small need in the future. What brought losses to some glue-makers in the past need not trouble the present owners of gluestock. If the right business policy is adopted there will be profit enough in the making of glue to satisfy all reasonable expectations.

In the following I shall give an outline of how the making of glue has grown up among packers; next, what a glue testing system should be; and then I shall try to show how the change in business policy, as here advocated, will affect all the departments of the business, and bring better returns to all concerned.

New men and new forces have of late entered the glue field, and to them the new policy here outlined should be fully acceptable. It is in harmony with the business principles governing the main lines of their activity. As they have more ample means than the glue-maker of old, they are better able to carry through their plans. I refer now to the packers, an increasing number of whom have of late been making glue. As all of your active members have some glue stock, it will interest you to hear what has been done.

The development was gradual. First the packer saved his tank liquor. Instead of running it to the sewer it was piped to a glue-maker, who condensed it and made it into glue. After a while the packer decided to do that for himself, and sold the whole output to a jobber.

By and by the packer found more gluestock; different grades were made and the output was increased, and from now on he sold his own glue direct to the consumers. But he had in each case to construct his own glue-selling machinery. He found he was compelled to have the same elaborate outfit as the other firms in the trade, and there was a large amount of detail and much expense in connection with it.

#### What May be Learned From Tanners.

The tanners, too, have gone into the business, and from them there is something special for you to learn. The two latest and best-equipped factories, one in the West and one in the East, have been erected by tanners, where in both cases several large concerns pooled their glue stock in order to procure enough raw material to keep a large plant busy. This is an example the packers will find it profitable to follow. If one plant does not yield enough glue stock to warrant the erection of a factory, the offer from several plants will be a quantity worth handling.

If you should not care at the start to invest money for a complete glue factory, steps can be taken for the making of a half-finished product, for which there is a good market. If several of you combine for the purpose, it will certainly be worth while.

No fear of an overproduction in this line. At present there is not enough glue made in the United States to go around. We have to import from other countries; a look at the census figures from 1900 shows why. Our 61 American glue factories made then about \$3,400,000 worth of glue, while the output in 1890 was valued at \$4,300,000, thus showing a rise of a scant 23 per cent. Compare this with the increased output of products where glue forms a part, and we find the following: 28 industries using glue turned out in 1890 goods for 728 millions, and in

1900 the figure rose to 1,186 millions, a rise of over 50 per cent.

From this it is clear that already, in 1900, the increase in the glue-consuming capacity was double as compared to the increase in the glue-making capacity. That was seven years ago, and we all know that American factories have been increased in number and have been very busy ever since.

As we make use of suitable means for correct glue valuation, there will be an increase in the output of glue, an improvement in the quality of the output, which in turn means better prices for the raw material. The fight in the trade to-day is really for the possession of the raw material, and of this latter the packers have the control, and they should not hesitate to adopt a policy which must improve the situation to their own benefit.

#### Outline of Glue Testing and Valuation.

It is not practical on this occasion to go into details about the arrangement of glue testing and glue valuation, but a general outline of what can be done may be of interest.

It is not a question of the number of different tests; some seem to believe that the more numerous the tests the better, but this is not the case. What is wanted is a system of tests, and the point is that these tests should be so arranged that one test supplements and rounds out the other. The system should be so built that there are only a few levers to handle.

The two main factors in glue are the water-taking capacity and the strength. If systematically gauged the figures for these two qualities will give the grade of the glue, and on this grade is based the value expressed in cents and fractions.

To the consumers these two sets of figures tell all they need to know for the selection of a grade suited to their requirements and for the economic use of the glue. The water-taking figure shows the cost of using any glue grade at any price asked. This figure furnishes also to the consumer a reliable basis for the actual preparation of the glue for any purpose he may want to use it. The strength figure indicates the obtainable strength-of-work, and from this figure the glue user can judge whether any glue will be strong enough for his work.

To the glue-maker the test figures disclose what there is hidden in the different kinds of gluestock, and to what extent a change in his glue-making process will benefit him. Without the aid of a technically correct testing system his estimates of gluestock and manufacturing process will always be more or less guesswork. And where guesswork exists it is not possible to turn out a uniform product at a low cost.

The testing system should be so built that the relation of water-taking capacity to strength discloses the nature of the glue, as that enables the glue-maker to know whether he gets out all of the quality the stock has in it. Such an arrangement helps him also to determine to a nicety the influence of a new process or a new appliance, which further means that he can modify his present output and produce new grades if required.

#### Building the Testing System.

An important point is to build the system in such a way that we can test glue liquids and determine their quality and value as readily as if our sample was in the dried-out state.

The system should not be complicated. All that is needed is two different tests, but these should be so arranged that they are the levers of the system.

An important part of every business is the amount of stock it is necessary to keep on hand, and in the glue line this is a very important factor. The absence of a reliable and efficient grading system has naturally the drawback that the dealer is compelled to keep on hand a large stock of many varieties in order to satisfy customers, the majority of whom judge glue by shape and color. A diversity of glues of different shapes and looks is more or less required, and the house which has the greatest facility for obtaining a variety of glue has the advantage over a competitor offering only a few grades.

Under such circumstances it is rather difficult to find a retail market for the one who can sell only one grade. That is why some packers who manufacture only one grade prefer to dispose of it all to a dealer.

But correct glue grading and testing has taught us that all glues form part of a graded line, where the best and the poorest grade have such well-defined relations to each other that we can, with the aid of the grade figures, blend these two extremes in such a way that we can from these two obtain any and all



of the intermediate grades. If we then have only two different glues, a high and a low grade, proper blending will produce any of the intermediate glues.

This means that less than a dozen grades will be enough to carry on stock for all purposes; for those who have on hand from 20 to 50 or more varieties, stock-keeping can be cut down according, and the larger the business the more will the net profit be increased if this variety show is abolished.

#### Even if You Make Only Cheap Bone Glue.

Even if you only make cheap bone glue, that is no valid reason for not retailing your own output. Under a guaranteed grade figure it is easily disposed of. If you want to handle better grades you can probably find gluestock for such glue in your own yards, or you can combine with a packer or a tanner who has the other kind.

The larger the house the more likely it is that the sales manager wants these various shapes and colors of glues; such craving is proof that your glue handling ought to be simplified. If your testing and grading facilities do not enable him to make up and match any of the standard grades by blending from the highest plus the lowest, then changes in the laboratory and a more modern business policy are in order.

One of those who will profit by the systematic changes here outlined is the glue salesman. At present he must rely upon talk and personal influence to land his orders, and some houses even go so far that they refuse to disclose to the salesman any information about the grade of the glues, except in so far as a certain price is stipulated for each sample.

How much easier for him it will be if he has figures stating the practical working capacity for each glue. He can then teach the consumer how to prepare and how to use each grade, which instruction will help to improve the quality of the glue work and at the same time reduce the bills, and this double service will naturally strengthen the ties between producer and consumer, and make the calling of the salesman an easier and more agreeable task. Each glue salesman will then in time become a specialist who can give practical advice to customers, and this will increase his selling capacity and his general usefulness to his employer.

#### How it Will Affect the Customer.

Having considered how the new business policy will influence the making and the selling of glue, we ought also to find out how this change will affect the customer. Under the present selling system the glue worker has in each case to guess at the efficiency of the glue he gets. This creates suspicion, and to guard his work he requires a large margin of safety. The result is that he wastes glue and is partly forced to it.

As a guaranteed grade figure means not only absolute certainty with regard to the working qualities in the glue, but also reliable information about its practical preparation, the customer will actually find his glue bills considerably reduced if he buys a glue sold under a guaranteed grade figure, and his work will at the same time be improved in quality. From observations in my own practice, covering a number of years, I have found that the reductions in the glue bills have run from 20 up to 40 per cent. where glues have been bought under guaranteed grade figures.

That the glue user will prefer the glue sold under a guaranteed test report to the glue sold on talk is clear, and even if such a tested glue was 10 per cent. higher in price than untested glue, the consumer could well afford the extra charge.

Some of your members who make glue have now a complete selling outfit, and for these it will be of interest to know whether their own grading and testing is as efficient as it can be made. You can easily find out for yourself. Take aside one of your glue salesmen and ask him if he can tell his customers the comparative cost of using any of your standard grades, if sold at standard listed price. Ask him also if he can justify the cost figures for each grade by the strength figure for that grade, and thus compensate his customer for the higher cost of the higher grade through the increased strength-of-work obtainable with it.

If the salesman cannot give this information it will pay you handsomely to arrange your glue-handling department in such a way that this information can be given. It makes no difference whether you manufacture one grade or ten grades, nor how large your output may be. A better grading system will in any case impart to your glue a higher value, as such a system puts a stamp on your products showing a

guaranteed gluing efficiency. The new policy will in addition carry with it a considerable reduction in the selling expenses and a simplification of the entire glue-handling machinery. The larger the total value of your glue business the more profit you will reap by adopting the policy here outlined.

#### An Important Point for the Packer.

A tested glue sold under a guaranteed grade figure will be, and is now, a staple article easily disposed of anywhere. To the packer this is an important point. His business is of such a nature that he must keep his machinery going and his goods moving. He must all the time be able to handle large quantities of material with as little friction and as quickly as possible, and if he can in every department realize a moderate profit he has a right to be satisfied with the general result. Glue could not, up to recent time, be handled in harmony with these requirements. But now it can be done—if the proper means are adopted.

As correct testing and grading methods have not yet been generally introduced, we are at present in a transitory state, and this is the time when future positions of rank and value can be captured with ease. It is like the opening of a new province, at which time the most valuable land can be had for the mere asking. Those that start first are of course ahead of "the bunch."

A change in the business policy governing the sale of glue, to the effect that all glues are sent out under a guaranteed grade figure, this is all that is needed to bring to the glue-maker profits which will satisfy his expectations.

THE PRESIDENT: I have been very much interested in the paper that Mr. Kahrs

has read, and we tender Mr. Kahrs our thanks.

Now, gentlemen, I want to have a heart to heart talk with you. We have had three solid hours of information on technical subjects, which are very important; and it seems to me that any more of it would be somewhat of an embarrassment. However, we have a long programme for to-morrow, and I want to know from you gentlemen if you will have the patience and disposition to remain for two more of these papers this evening.

And then another thing, the papers that I refer to are of burning interest to the packers of the United States. You know how interested we are on livestock condemnations; you know the losses that are daily entailed to the packers by such condemnations. That is a question, gentlemen, that is to be adjusted, and it must be adjusted right. We have a gentleman here with us who has given the subject considerable attention, and for a long time was an officer of the government and a veterinary surgeon of note. He has taken this question up, and he has delved into the subject and dug out a whole lot of very valuable information. I trust that we will remain here to hear these two papers read.

Gentlemen, instead of what has been printed on the programme, the title of the next paper is "Conservative Meat Inspection: Some Berlin Statistics." I desire now to introduce to you Dr. Joseph M. Good, of Cincinnati. He is the Chief Meat Inspector in that city, and Dr. Good will now read that paper for you. (Applause.)

## CONSERVATIVE MEAT INSPECTION: SOME BERLIN STATISTICS

By Joseph M. Good, V. S., M. D., Chief Meat Inspector, Cincinnati Health Department.

Mr. President and Members of the American Meat Packers' Association:

I am very glad of the opportunity of meeting with you here to-day. It has been my good fortune for the last eight years to come in contact almost daily with packers, slaughterers, butchers, and meat dealers, but I must confess that, never before, have I seen a more imposing array of massive brain and superb brawn than is presented before me here.

Gentlemen, in many respects this is a most remarkable convention: when the statesmen and politicians meet in convention, there is more enthusiasm; when the ministers of the gospel meet in convention, there is more piety; when the learned doctors meet in convention, there is more science; when the able bankers and capitalists meet in convention, there is more wealth; but in this convention, the profound student and logical thinker can easily see that you supply in a large measure the material basis upon which all their enthusiasm, all their piety, all their science, and all their wealth is founded.

Gentlemen, the problem of feeding a great nation is one that has always been deemed worthy of the greatest minds. Upon you has fallen the duty and problem of supplying one of the most important foods, not only to this nation, but largely to the entire world; and no man can rise up and truthfully say that you have not fulfilled your duty well. Americans to-day are the best fed and best clothed people on the face of the earth. The American farmer with his hand-maid, the American meat packer, is to-day, and ever shall be, the greatest of all of our great national assets.

#### America Feeds the World.

Your vocation is certainly a noble and glorious one. Only a few short years ago the nations of the earth most advanced in civilization were in constant dread of famine; and even to-day, though it is hard for us here to believe it, there are nations in which hundreds of thousands of people die annually from starvation. America with her almost limitless possibilities of agricultural production, and with her magnificent system of railroads for easy distribution of food-stuffs, has truly banished all fear of famine from our minds; and I say, all praise to the American farmer and his hand-maid, the American meat packer!—"Peace hath her victories no less renowned than war."

Of course, in your vocation you have your troubles

like everyone else. Just about one year ago I remember the fuss and flurry that most of you in Chicago were experiencing, but now everything is running along pleasantly again. I may say that you swallowed the "Jungle" pill without any sugar coating whatsoever, and I believe you are assimilating it most excellently.

There is one picture fixed indelibly upon my mind. One of our largest packers—who is present here to-day—could be seen daily during those stirring times working shoulder to shoulder with a large gang of laborers, striving to get his plant and premises into condition acceptable to the sanitary authorities. I spoke with him on several occasions and his words were few, but gentle and kind; and he always finished with the cheerful assurance, "I will get there all right."

But behind the few and patient words that he spoke, I could hear the inner man speaking in words more eloquent than I can portray, saying, "If these new laws are right, I will comply with them cheerfully." Yes, saying even more, "If these new laws are not right, I will comply with them most cheerfully anyway." And, gentlemen, I believe his spirit was reflected by every member of this great Association. Truly then, such responsive muscle and such magnanimity of soul can brook no serious injury.

#### A Lesson to Our Law Makers.

I wish now to place myself squarely on record and say that if the American farmer and the American meat packer had always been as derelict in duty and as slothful in business as the American legislator and sanitarian have been, then this great nation would have succumbed to famine long years ago. It ill becomes a man to smite the hand that fed him.

If our lawmakers and sanitarians were as aggressive in their work as the American meat packer is, it would be but a few short years before our vast flocks and herds of milk and meat producing animals would be, comparatively, free from all disease. The question of meat inspection in this country resolves itself largely into a question of inspecting for tuberculosis. Tuberculosis in man and the lower animals is one of our great national problems. Thanks to the untiring workers in medical research, this disease is well understood, and we have the knowledge at hand that enables us to check its spread, and to stamp it out entirely. I hope to see

this powerful Association lend its moral and material support to every effort of our federal, state and municipal sanitary authorities in stamping out this disease, tuberculosis, from our flocks and herds: It would be a blessing to humanity; it would be money in your pockets.

If we stamp out this disease in our dairy cattle—especially our dirty city dairies—and in our purebred herds of breeding cattle, the problem will be almost solved, for it would then be easy to stamp it out from among our swine and sheep. When this happy result shall have been attained, methinks I can see the packer and the meat inspector smoking the pipe of peace, and reciting—with apologies to the great Irish Bard—those immortal lines,

"No flocks that range the valley free  
At slaughter I condemn;  
Taught by the great God who pities me,  
I learn to pity them."

#### Cheap as Well as Wholesome Meat.

In my capacity as Chief Meat Inspector of the Board of Health of Cincinnati, I am interested not only in the question of supplying our citizens with wholesome meat; but I am also interested in the greater question of supplying wholesome meat at the least possible price to the people of the entire world.

The true function of a good meat-inspection service is:

First—To protect the public health.

Second—To conserve the public wealth.

It is probably true that more people die in the world because of lack of food, than because of eating bad food. In our great land of plenty, especially as regards our meat supply we are apt to make the error of injuring our public wealth unnecessarily in our great desire to protect our public health.

It should be the aim of all sanitarians, especially of meat inspectors, to give the public health the benefit of every doubt where a close decision is to be made; but this should not imply any reckless disregard of the public wealth. It has been estimated that it costs this nation fifteen hundred dollars to raise a mature man: I do not know what would be a fair estimate of the cost of raising a good bullock or hog; but it is certain that any recklessness in our meat-inspection service, federal, state, and municipal combined, could easily cause a national loss of millions of dollars annually.

Recently, I was requested by your able president to investigate the meat-inspection statistics of the city of Berlin, and present them to this Association. I have not had much time to devote to the subject; and, hence, I must ask your indulgence in judging the incompleteness of these statistics. It would have been very instructive if I could have presented you with comparative meat-inspection statistics of different cities and of different countries, but this would have involved an impossible amount of work for me, because of the imperfect form in which these statistics are often published.

#### German Meat Inspection Statistics.

Germany is usually conceded to have the best meat-inspection service of any country in the world, and more slaughtering by far is done in Berlin than in any other place in Germany. For these reasons, I presume the Berlin statistics will be especially interesting to the members of this Association. For fear of wearying you unduly, I have decided to confine the statistics to one species of animals, swine; and, largely, to one disease, tuberculosis, in this species; and, finally, I have confined my statistics of the disposition of diseased carcasses largely to those condemned as unfit for human food, or for offal.

#### Memoranda.

Year, 1905.

Population of Berlin, 2,043,313.

Swine slaughtered and inspected at Berlin during the year 1905:

Number slaughtered and inspected..... 932,119

Number affected with tuberculosis (4.544%).. 42,355  
(equals one in 22)

Number affected with tuberculosis but not seized ..... 36,697  
(3.937%, equals one in 28)

(Hence, 87% of number affected with tuberculosis were passed.)

Number affected with tuberculosis and seized (.907%) ..... 5,658  
(equals one in 164)

(Hence, 13% of number affected with tuberculosis were seized.)

Number seized for all causes (0.987%)..... 9,218  
(equals one in 101)

(Hence, 61% of total number seized were seized for tuberculosis.)

(Hence, 39% of total number seized were for all other causes.)

Number of seized tuberculous sold at reduced price (.272%)..... 2,535  
(equals one in 367)

Number of seized tuberculous passed for lard, etc. (.169%)..... 1,575  
(equals one in 591)

Number of seized tuberculous with quarters judged variously ..... 1,417  
(.152%, equals one in 657)

(These quarters were sold at reduced prices or sterilized, etc.)

Number of seized tuberculous condemned for offal (.014%)..... 130  
(equals one in 7,170)

Average weight of all hogs slaughtered in 1905 was 173 lbs.

In Leipzig in 1891 the average price of regular meat and of "freibank" meat showed the following contracts:

Regular.	Freibank.
Beef.....19. cents per pound.	14.5
Pork.....15.2 " " "	14.3
Veal.....13.8 " " "	11.
Mutton.....14.7 " " "	13.5

#### Berlin: Tubercular Hog Carcasses.

	Affected.	Condemned for Offal.
1886-'90.....	1.66 %—1 in 60	.51 %—1 in 196
1891-'95.....	2.91 " "	.13 " "
1896-'00.....	3.97 " "	.082 " "
1901.....	5.13 " "	.081 " "
1902.....	5.40 " "	.077 " "
1903.....	3.98 " "	.017 " "
1904.....	4.00 " "	.016 " "
1905.....	4.54 " " 1 in 22	.014 " " 1 in 7,170
1906.....	" " "	.009 " " 1 in 10,962

From the above table we learn that during the years 1886 to 1890, inclusive, when only one hog in every sixty was found to be tubercular on post-mortem inspection, there was condemned for offal one hog out of every 196 slaughtered; while during the year 1905, when one hog in every twenty-two was found to be tubercular on post-mortem inspection, there was condemned for offal only one hog out of 7,170. While in 1906 there was, probably, about one hog in every twenty or twenty-five slaughtered found to be affected with tuberculosis; and only one in every 10,962 was condemned for offal.

#### American Hog Condemnations.

American statistics showing percentage of hogs condemned for tuberculosis out of total condemnations:

	Per Cent.
1900.....	11
1901.....	18
1902.....	41
1903.....	48
1904.....	60
1905.....	75

It is the opinion of some of the packers, based upon observation, that the condemnations of swine for tuberculosis has increased greatly during the last two years.

## HISTORY OF THE PACKINGHOUSE INDUSTRY

By Charles B. Murray, Editor Cincinnati Price Current.

In being asked to submit before this body something upon the history of the packinghouse industry,

the thought has arisen that it may be questionable if those who are here gathered, and who are identified with packinghouse activities of the present day, many of them having had such identity during a long period of years, will care to hear much, if anything, of such history, especially from

one having had no packinghouse experiences, no familiarity with proceedings incident to the production, marketing and conversion into product of those animals which have had the most conspicuous consideration in operations which invite such comments as are here called forth.



The above table shows that the question of meat-inspection of swine in America resolves itself largely into a question of inspecting for tuberculosis; for in the year 1905, out of every four hogs condemned, three were condemned for tuberculosis.

#### Uses for Tubercular Pork.

In the United States we have no system whereby tubercular pork can be sold under declaration of its true condition or after cooking or sterilization, as is done in Germany; but we have steam tanks in all packing houses where fat tubercular hog carcasses may be converted into lard at a temperature of 200 degrees Fahrenheit, or even at a higher temperature.

The German sanitary authorities believe that tubercular pork can be eaten in almost every case with perfect safety after cooking or sterilization by steam; but if their conclusions are good and safe, we would be even more safe in converting such tubercular carcasses of fat swine into lard at a very high temperature.

About 50,000,000 swine are slaughtered in the United States each year. What would be the national loss if these swine were slaughtered under the same conditions and meat-inspection rules as existed in Berlin twenty years ago, compared with the same conditions and meat-inspection rules as existed in Berlin for the year 1906? I shall attempt to answer the questions only partially, i. e., only as to the one disease, tuberculosis.

To be very liberal in my estimate, I will assume that all tubercular carcasses saved from the offal tank have no other value than what they are worth for lard. We may assume that the difference in value of a carcass for lard over one for offal is \$2.50.

In Berlin in 1886 there were condemned for offal on account of tuberculosis, .51 per cent. of the number slaughtered. In Berlin in 1906 there were condemned for offal on account of tuberculosis, .009 per cent. of the number slaughtered. The difference between the two figures is .501 per cent.; and 50,000,000 multiplied by .501 per cent. gives 250,500 as the number of hogs saved from the offal tank and allowed to go into the lard tank. So that 250,500 hog carcasses, with an increased value of two and one-half dollars each, amounts to the neat sum of \$626,250.

THE PRESIDENT: We thank Dr. Good for his magnificent address, gentlemen. We know him in Cincinnati as a veterinary surgeon, and he is exceedingly good, but we never knew until now that at speech-making he was so good. (Applause.) He has certainly given us a most interesting address.

Gentlemen, as a finish to this most successful day, we desire to close with an address from the "Grand Old Man" of the packing trade of the United States, Mr. Charles B. Murray, of the Cincinnati Price Current. He has devoted, gentlemen, forty years of his life in gathering statistics to get as accurate information to guide us in our business as possible.

The subject is too large for satisfactory treatment within the limitations of this occasion. But some outlines will be introduced, reflecting the progress which has been made in lines of an industry which in importance to the general welfare is in the front rank. The hog is the leader in packinghouse questions and activities, followed by the steer and its field associates, and by the sheep in a more timid manner. We may leave it to France to include the horse in the question of meat supplies.

No attempt need be made in this connection at introducing evidence of the beginning of the sacrifice of the hog to the cravings of man, for he is not necessarily the subject of comment at this time other than in his relation to packinghouse history. It may be observed, in passing, that with the development and progress of the meat packing industry there has been much betterment in the hog, under the training of men who have aimed to lessen some of the grossly animal characteristics with which he has been endowed.



So that while the hog has contributed greatly to the requirements and interests of man, he has at the same time had something in return in being so tenderly and considerately cared for and his welfare so effectively promoted, that to-day he is enabled to move in the procession toward the house of slaughter in more genteel form than did his progenitor in earlier years, even without going back beyond the memory of our older people.

#### The Beginning of Hog Slaughters.

Eighty years ago there were slaughtered at Cincinnati during the winter season thirty thousand hogs, then regarded an important achievement, and ten thousand dressed hogs were brought in from the adjacent country, making a total of forty thousand commercially handled, giving rise to recognition and mention in an early history of the city of this evidence that Cincinnati was then the greatest meat producing point for commercial purposes known in the world. Six years later the record for Cincinnati reached 85,000 hogs, and not until 1842 did the total reach 200,000 for that point, then the most prominent in this industry. At this time there had come into existence slaughtering establishments at various other points in the Ohio valley region.

Previous to sixty-five years ago, coming within the memory of some of our people, the aggregate commercial slaughtering of hogs in the entire West had not reached one million animals yearly. Previous to fifty-five years ago the total had not reached two million animals in the annual record. Previous to forty-five years ago it had not reached three million animals in such record. Not until thirty-five years ago were the numbers advanced to five millions. For the past year, as shown by the statistics for March 1, the commercial slaughtering of hogs in the West exceeded twenty-five millions, supplemented by more than five millions in the East.

These generalities and comparisons will suggest the growth and extent of progress in the hog packing industry. In the past thirty-five years our population has doubled. Within this period the commercial slaughtering of these animals has grown to six times its extent at the beginning of the period.

#### The Beginning of Refrigeration.

About 1872 the introduction of refrigerating methods in meat curing operations had its beginning to an extent of some influence. The small amount of such curing in warm months previously was by use of ice. The application of refrigerating facilities was begun by the house of Kingan & Company, the senior member of which is still living, and giving current attention to affairs of the house bearing his name, grown into operations of great magnitude.

It is deemed proper in this connection to make a personal allusion to Samuel Kingan. He began in the provision trade in Belfast sixty-one years ago. Seven years later, with two younger brothers, he came to this country, entered upon pork packing operations at Cincinnati, and inaugurated the curing of American meats for exportation. Cincinnati represented about one-third of the entire slaughtering of the West at that time. After being in our country sixteen years, within which period his packinghouse operations were removed to Indianapolis, he returned to Belfast, where your speaker visited him last year, then a man of eighty-two years of age, whose charming home, near that city, has furnished an illustration of the inspiring and strengthening influences which favorable and attractive surroundings and conditions in the home life have upon an active man.

In all the long career of Samuel Kingan he has maintained identity with the packinghouse industry, representing the highest type of honorable endeavor and of enterprise, and in a personal way, while holding the first position as a citizen of the city of Belfast, he stands at the very head in the provision trade of this country in historic leadership and reverential consideration.

#### Centralization of Killing Operations.

When your speaker began his personal work in gathering and compiling statistics of pork packing, thirty-five years ago, there were over 350 points in the West where hogs in small or large numbers were killed in a season, for which recognition was given in the records. There are now only about 50 points shown in the packing list, representing operations in the West, not including the many places of minor importance where there is butchering done. The statistician, however, has occasion to ask for details from each of the different operating concerns at the various centers.

This elimination of the smaller interior packer from the list who formerly killed a few hundred or some

thousands of hogs in a season, reducing the listed points, large and small, to a number only 15 per cent. of that formerly indicated, while the number of animals slaughtered has increased from five millions to over twenty-five millions yearly, pointedly reflects the notable concentration and centralization of packinghouse operations within the familiar knowledge of many engaged to-day in this industry.

#### Chicago's Leadership in Slaughtering.

It was not until 1859 that Chicago reached a record of a hundred thousand hogs in a season's slaughtering—the previous killings in that city being of little importance. The high record for Chicago was eight years ago, when the number of hogs killed exceeded eight million for the year, an average of more than one hundred and fifty thousand weekly, and more than one-third of the total for the West that year. St. Louis and Milwaukee each got above the hundred thousand mark in 1893, Indianapolis in 1871, Kansas City in 1873, and Omaha in 1885. The Cincinnati record exceeded four hundred thousand in 1854, and Louisville scored four hundred thousand in that year, these two points at that time representing 33 per cent. of the total for the West, while for the past year their proportion was but a little over 3 per cent. In the more recent years the additions to the list of points



MATTHEW DANAHY  
(Danahy Packing Co., Buffalo, N. Y.).  
Director of the Association.

representing comparatively large numbers of hogs slaughtered include St. Joseph, Sioux City, St. Paul, Ottumwa, Cedar Rapids, Cleveland, each of which has shown half a million or more yearly, while Fort Worth has closely approached this number.

Looking over the lists of packing points in operation before the continuous slaughtering under refrigeration facilities was inaugurated, we find places of considerable importance in the winter killings of those days which later abandoned such industry, to the number of 16 in Ohio, 25 in Indiana, 20 in Illinois, 9 in Iowa, 10 in Missouri, 6 in Kansas, and quite a number in other Western States, making a total of fully 100, where from four to ten thousand or more, some much greater than this, were handled in winter seasons, many additional places representing slaughtering to a smaller extent, all of which have long ceased to do any commercial slaughtering of hogs.

For the past year, of the more than twenty-five million hogs slaughtered in the West, there was 65 per cent. of the total to the credit of ten concerns, 46 per cent. to four concerns, and 33 per cent. to two of the great divisions of distinctive enterprise in this commanding industry.

#### Uniform Rules in Cutting and Packing.

Previous to 1872 there was lack of uniform rules among pork packing interests governing the methods of cutting and packing, and with the growth of production and trading in such products it was found important that uniform rules be adopted in the different markets, making product regular in manner of packing. Accordingly in September, 1872, a convention of packers was held at Cincinnati, and the Pork

Packers' Association of the United States was formed, which held annual meetings in subsequent years at Chicago, St. Louis, Louisville, Indianapolis and Keokuk. After several years of existence, the objects in view having been accomplished, with but little other than social reasons left to occasion continuance of such meetings, they ceased to be called.

With the conditions attending and surrounding this great industry within the recent past, it was logical and business wisdom to revive organization and to encourage participation in the consideration of questions in a manner to secure proper protection of interests involved, and the recognition of any methods not already introduced calculated to secure betterment of results and of confidence in the merit of the products of American packinghouses. This is the province of the organization now in annual session.

This shifting of the packinghouse operations into the fewer establishments, commanding facilities for the utilization of everything pertaining to the animal and securing fullness of return, not possible to the small operator either at or away from the larger markets, has been the natural and inevitable course, and has resulted to the advantage of the producer of the animal and the consumer of the products, who have been and are beneficiaries of the greater economies of operation under the modern conditions.

#### The Benefits of Centralization.

Those who as small operators have been inconvenienced through the influence of the concentration of the work of converting animals into product by the great concerns of the later years, are infinitesimal in number as compared with the great number of growers of animals and consumers of the product, in all sections of the country. Through the methods of manufacture and of distribution of product possible only to large concerns, our people have secured results in these matters in a manner which justifies recognition of the promoters of such enterprises as real benefactors of the people of our day.

Thus far reference has related to the packing industry as represented by the slaughtering of hogs. The killing of cattle for commercial product has greatly expanded in late years, chiefly within the operations of a few of the larger concerns engaged in pork packing. The cities of Chicago, St. Louis, Kansas City and Omaha represent nearly all the beef industry of the West. Twenty-five years ago the number of cattle killed at these points was short of a million, for the year, only a little of the product getting into commercial channels. For the past year the total in round numbers was five million cattle for these four points, the annual average for the preceding five years being a little short of this number.

Chicago was the first to produce beef for commercial distribution, and now represents about 40 per cent. in number of cattle killed at the four centers, Kansas City 27 per cent., St. Louis 18 per cent., Omaha 15 per cent. The proportion of cattle slaughtered at these places for current local meat requirements can not be readily stated. Sheep to a number exceeding 6,000,000 were killed in these markets the past year, and for the preceding five years the annual average was over five and a half millions. Fifteen years ago the total was about 2,000,000, for all purposes.

As you now have learned, from this prolonged discourse, packinghouse history is one of dull and wearisome facts, devoid of those features of entertainment or elements of cheer which afford enlivenment to an assembled body. But it is well in such gatherings, as well as in the midst of the pleasures which we welcome, to be mindful of the factors which enter into and produce the means by which we reach the cheerful and pleasurable as well as the profitable features of life, and the largest contribution to such means is in the food supply.

#### The Hog in the Food Supply.

No one can measure the importance of the hog in this proposition, in furnishing the highest class of animal nutriment for the human digestion, which under the handling of the modern packer is so prepared and presented as to invite a demand, and to admit of satisfying the desires of the palate and the stomach, more extensively as to quantity and of distribution among the people of the country, than any other meat product. The industry which has attended the commercial slaughtering of hogs on a large scale has naturally afforded inducements for promoting the beef and mutton trade, making a combination for serving modern necessities concerning animal products in a manner little dreamed of in the earlier years of persons who are listening to this story.

Those who have prosecuted packinghouse operations in the West and in the East have had occasion to pay out approximately eight hundred millions of dollars

the past year for hogs, cattle and sheep, exclusive of outlays for material, labor, and other attending costs of carrying on the business operations. As already remarked, it so happens that a large proportion of the business is represented by a small number of great establishments, which have grown into vast proportions through the application of high class enterprise, ample capital, reliable methods, and economies of operation.

And it happens that the vastness of such growth of business has invited and received widespread comment and intimation of an unfavorable nature, as if there was a monstrous combination and improper use of power, to the detriment of the interests of the people and of the public welfare. Those who have promoted and promulgated such sentiments have been encouraging an injustice and a wrong, whether by ignorance, misunderstanding of conditions, or otherwise.

#### Tribute to the Big Packers.

The men who have been and who are the leaders and managers of these great industrial concerns are eminent as being honorable in intent and in performance, and have earned fullness of consideration and recognition for what they have done and are doing in extending benefits to both producer and consumer which are distinctly a feature of processes which have given growth and profit to the operations of these great establishments.

Last year there arose an impulse for securing any possible betterment in the packinghouse methods, and out of the actions had under proceedings of the government there was found occasion for the organization which has brought together at this time persons who have been particularly interested in this industry, to consider what has been done and what needs to be done under the conditions surrounding these interests.

The extended facilities for distribution of meats throughout our country has promoted much enlargement in consumption, so that the surplus for shipment to foreign markets has been relatively smaller than in some of the earlier years. But our country in its unmeasurable resources will continue to enlarge the supplies of the best of the meat products in food requirements of the human family which the world affords.

Through the influence of the meritorious quality of the products of our packinghouses the Americans have advanced to the highest position among all nations as per capita consumers of meat products. And not only are the needs of our own people for such products met by the packinghouse industry, but a large surplus is also produced for distribution to other portions of the world, the value in dollars of such surplus being greater than that of any other food product exported by our country.

#### The Greatest of American Industries.

The product of the packinghouses of this country has reached a volume greater in value than that of the product of the establishments of any other distinctive line of manufacturing industry, not excepting that of the products of the flouring mills, which furnish the material for the people's bread and vast quantities of product for food of animals. It is 50 per cent. greater than the total value of the output of men's and women's clothing. It is about three times the value of the product of the boot and shoe factories.

These comparisons are introduced to give some suggestion of the position reached in the magnitude of the packinghouse industry, in which are centered the interests which have occasioned this gathering, and it may also be said that none of our great industries are entitled to recognition as commanding a higher degree of forceful enterprise and worthy methods in management, with application of technical intelligence, than are called into requisition in attainment of such distinguishing results, in which all the people are concerned.

THE PRESIDENT: Gentlemen, I have now a great duty to perform. It is the most onerous duty that has fallen on my shoulders this day, and at the same time it is a pleasant duty. I am authorized, empowered and directed by the "man behind the gun," Secretary McCarthy, to appoint a very large committee, and it is known as the Handshaking Committee, and the balance of this evening will be devoted to that purpose. Gentlemen, I think you are equal to the occasion. We all meet here not only for business, which we have had so much of, and information and instruction, but for social intercourse also, to meet and greet the men who are engaged in this industry all over this broad land. And when you meet them here

this evening I would suggest the toast—it is a very ancient one, it is true, but it is suitable to all occasions—the toast of our good old friend, Rip Van Winkle, adapted for our use: "Here's your good health, and your family's, The American Meat Packers' Association. May you live long and prosper, and Don't count this one." (Applause.)

Gentlemen, I thank you for your kind attendance here this afternoon. It is certainly an omen of success, and I now declare this meeting adjourned until 10 o'clock to-morrow morning.

### THIRD SESSION

The meeting was called to order at 10:25 A. M., Tuesday, October 8, the president, General Michael Ryan, presiding.

THE PRESIDENT: Gentlemen, at the opening session of the second day of our great convention allow me to congratulate you on the great work you did yesterday, remaining as you did the whole afternoon and in continuous session until six o'clock in the evening. That speaks well for the business spirit of this body, and if we are as successful today, gentlemen, we will clear up the work before us very nicely and at an early and proper hour.

Now, gentlemen, on account of the marvelous and I might add phenomenal growth of this association in one year, we find that our Executive Committee, nine in number, is not sufficient to do all the work, and I would bring to your consideration this morning the propriety of increasing that committee to eleven. This, gentlemen, can be done by a unanimous vote of this body. Now, a resolution from any member to increase the number

of the Executive Committee from nine to eleven will be in order. Will some gentleman make that motion?

A MEMBER: I make that motion.

ANOTHER MEMBER: Seconded.

THE PRESIDENT: Gentlemen, it has been moved and seconded that the Executive Committee of this body be increased from nine to eleven. Are you ready for the question? All those in favor of that motion say "Aye." (Many Ayes.) Those opposed, "No." (No response.) It is carried unanimously.

During yesterday's proceedings, gentlemen, it became necessary to make a sad announcement to this body, of the death of one of its valued members, Mr. John Murphy, of St. Louis, who died yesterday. A telegram has been received to that effect, and it is eminently fitting and proper that this body should take official notice of the death of so good and useful a member.

MR. ALBERT JOHNSON: Mr. President, I move that a committee be appointed to draft a suitable resolution to be spread of record and a copy of the same to be forwarded to the family. (The motion prevailed.)

THE PRESIDENT: The committee will consist of Mr. Albert Johnson, Mr. James W. Garneau and Mr. Fred Krey, all of St. Louis.

Gentlemen, at yesterday's meeting, coming up in the regular order, the paper to be read entitled "The Consumer's Interest in Food Preservatives" was laid over until to-day in the absence of Dr. R. C. Eccles, of Brooklyn. No man in this country is better qualified to present such a subject. Gentlemen, it affords me great pleasure to introduce to you Dr. Eccles. (Applause.)

## THE CONSUMER'S INTEREST IN FOOD PRESERVATIVES

By Robert G. Eccles, M.D., Brooklyn, N. Y.

It is a pity that the public is not as familiar with boric acid, benzoic acid and salicylic acid as food preservatives as it is with smoke and vinegar. If people knew as much about the former as they do about the latter we would hear nothing about the harmfulness of "chemical" preservatives.



Should anyone try to get a law passed forbidding the use of vinegar or smoke in the curing of food they would be laughed to scorn. And yet no chemist, educated physician, or physiologist can deny the fact that, dose for dose, the active ingredients of smoke and vinegar are much more dangerous than the acids named. They are all of sufficient potency, in their concentrated states, to require care in the handling, but all perfectly harmless when used with ordinary care. Since vinegar, in its highest concentration, is eight times more potent than any one of the preservatives named, when of equal concentration, there is eight times more danger from using the vinegar than from using the preserving acids.

No one fears to let the public handle, and use as they see fit, all the vinegar they desire. Why, then, fear the effect of the using of substances of only one-eighth the strength and one-eighth the danger?

It is a singular fact that the amount of any of the newer preservatives as used in food can do the consumer less harm than would the food in which they are used. Five pounds of any food, eaten at a single sitting, would harm a man more, be it ever so pure, than would the amount of preservative needed to keep the same five pounds in good condition for a reasonable time. Five pounds of jelly or jam consumed at once would make the man who consumed it feel rather uncomfortable, but the same man could swallow the five grains of benzoic or salicylic acid, needed to preserve that jam or jelly, and not feel the slightest discomfort from it. Indeed the majority of men would feel better after such a dose.

#### Reasons for Using Preservatives.

But, it may be asked, why use preservatives at all? The answer which I am compelled to give to this question is: First, their use keeps down the death

rate; second, they reduce, materially, the sum total of human suffering from disease; third, they make it possible to supply multitudes of human beings with nourishing food who would otherwise be compelled to put up with inferior substitutes; fourth, they lessen, very materially, the cost of living for the poor and middle classes.

As a consumer of food products I object to the unnecessary amount of suffering and death that the suppression of preservatives must produce, and I likewise object to the increased prices of a kinds of foods that result from preservatives not being used.

It is a remarkable fact—whatever the explanation—that since the introduction of the use of modern food preservatives the death rate has materially declined and the population of the earth increased more than it ever did before at any other period of time. It is an equally remarkable fact that in exactly those times and places where preservatives have been most largely consumed, the death rates have been the lowest.

It is a still more remarkable fact that whenever a city or a State has sought to suppress the use of preservatives within its borders, the deaths from intestinal diseases have gone up there with a leap, but remained down in adjoining towns and States. When Brooklyn tried it her death rate rose, while that of New York, with only a river between, slightly declined. When Berlin tried it the response was prompt, and the rise kept going up as the law was enforced with greater and greater strictness, but Hamburg and other cities around showed no rise. When North Dakota tried it her deaths multiplied in the direct ratio of the strictness of enforcement, and not a single neighboring State showed the slightest rise.

When Philadelphia was invaded by the State Dairy and Food Commissioner, and a large number of butchers fined for selling hamburger steak containing preservatives, I tried to get the exact statistics, but could not. The papers, however, were full of the terrible epidemic of typhoid fever—an epidemic that followed the Food Commissioner's tracks all through the State. Of course the cry was "bad water," but my prediction that such an invasion would come had been put on record in one of the papers of that State.

#### Death Rate and Suppression of Preservatives.

It is certainly a strange coincidence that the curve of death should be always the curve of suppression of



preservatives. It is also a most singular fact that in communities where the use of preservatives is very low the deaths from intestinal diseases are very high. It is strange, too, that the deaths in such places always seem to be proportional to the probable quantities of preservatives used. In country places, where nothing but home raised foods are consumed, and where little is known of benzoic, salicylic or boric acids, intestinal diseases reach the maximum, while in crowded cities, where preserved foods are common, these diseases are at their minimum.

An explanation for all these facts, that would exclude preservatives, would be a veritable curiosity. No attempt at explanation has ever been offered by any person who is opposed to the use of preservatives. With such people facts do not count, unless they conform to their theories.

Every one has heard that cold weather checks the spreads of diarrhoeal diseases and that such diseases are more common in torrid than in temperate climates. Have you stopped to ask why this is so? There can be but one explanation, and so far as I know everybody is agreed upon it as the true explanation. It is due to the action of the cold upon the disease germs. Cold checks the multiplication of these germs as the winter's snow checks the growth of grass. Every known authority agrees to the fact that preservatives have this same effect upon germs.

Now let us try and see what this means. A single germ on a piece of meat, or upon damp food of any kind, will at the ordinary warmth of a room, multiply into millions in the course of a few hours. This, remember, is not theory, but established, scientific fact, and conceded by every authority upon the subject. Preservatives have the power of checking such multiplication so that the single germ will remain a single germ for hours. This, too, is conceded fact. Now let us put two and two together and see if it is four.

If one germ, within a mass of food, can become a million germs in a few hours, will that million be more dangerous than the one? If a preservative keeps the one dangerous germ from becoming a million, can any sane person deny that that preservative has lessened the danger to the community?

#### Preservatives a Protection Against Disease.

When all admit that preservatives do preserve, when all admit that they preserve because they check germ multiplication, when all admit that germs cause intestinal diseases, and when all admit that germs are carried into our intestines in food, why perversely deny that preservatives do protect us from disease?

Most people acknowledge that preservatives probably lessen the number of cases of ptomaine poisoning. But the cases of ptomaine poisoning are but a small fraction of the number of cases of typhoid fever, diarrhoea, dysentery, cholera, cholera morbus, consumption, scarlet fever and diphtheria. These have all been traced to food as their carriers, by both English and German investigators. Of course, the specific germ of each must be present where the disease appears. It is not the few germs that are to be feared, but the many, and the many result from growth upon food.

To allow these germs to multiply on meats, sausages, milk, puddings, oysters, jellies, ice creams, custards or fish is a terrible thing. And, yet, how numerous are the opportunities for them to get there. What employer knows when his employees have come from the bedside of some one sick with one or other of these diseases? What employee knows, when he rides in a street car, when he has brushed against a stranger fresh from the bedside of a sick person? How many of us know, when we have shaken hands with friends or acquaintances, whether we have or have not carried away from that contact the germs of one or other of these diseases?

A single germ, carried in any one of these ways, by being sown on moist food soon multiplies to millions. The consumer may cook the food and thus destroy the germs on that particular piece of meat, but he cannot boil, fry, roast or bake the hands of the cook who handled it and immediately proceeded to handle already cooked victuals that were standing nearby. He or she can thus transfer sufficient germs to other food to start myriads of colonies thereon.

#### The Chief Danger of Infected Meats.

Standing dishes touched, unawares, by polluted hands, constitute the chief danger of infected meats. A stray germ was at one time deemed an exceedingly dangerous thing, but it is now conceded by the best posted bacteriologists that it requires a great many germs to start a disease in the human body, particularly when introduced through the intestinal tract. Food that is kept sufficiently cold to arrest germ

multiplication is, therefore, quite safe even if a stray pathogenic germ has reached it. Were this not so this earth would soon become depopulated, as diffusion of disease germs makes them well nigh ubiquitous.

If we see to it that stray germs, of the kinds that are dangerous, get no chance to multiply, our safety is assured. Ice and preservatives are our sole reliance in our war against them. To the use of these we must look for safety. To the ice first, and to the preservatives where ice is unavailable. Where perishable foods are kept sufficiently cold no preservatives are required. Cold hinders germ multiplication in the most satisfactory manner.

The butcher, fish dealer, grocer, delicatessen man and canner can usually be relied upon to keep most of their stock in the cold, and thus to avoid, except in special cases, all necessity for using preservatives. The packer, who sends his goods to distant States in refrigerator cars, very rarely need resort to the use of preservatives. But what of perishable goods that have to be shipped overland in wagons, or that in a thoroughly thawed condition must be shipped into remote places, where ice is unobtainable?

What of the food of those too poor to own refrigerators? What of the dead poultry that is



JOSEPH ALLERDICE  
(Indianapolis Abattoir Co.),  
Director of the Association.

brought into our cities on farmers' wagons? What of the delays due to breakdowns of refrigerating cars while goods are in transit? What of the goods sold by small dealers in remote villages where ice is an expensive luxury? What of travellers into remote regions, carrying their own food supplies, and going far away from all supplies of ice?

#### What of Meats Without Preservatives?

What of our sweet hams and bacon, that are so delicious in comparison with the old brine-laden products? What of the dried meats that are consumed so freely all over the country, and that have to be sent to damp climates and into all climates in damp seasons? What of our dried fruits, that constitute such a large part of the trade of this country and particularly of California?

What of the fresh trimmings of various kinds of meats that are now converted into Hamburger steak? Shall the pieces cut, in order to let a customer have just the amount he desires, be thrown away? Shall all the trimmings be converted into garbage? Is there any person so lacking in intelligence as to believe that these will all be wasted? If preservatives are not used in them the consequences may be awful.

Even the rich housewife who picks her own tenderloin steak for the purpose of having it converted into sausage or chopped meat stands the same risk as her more humble sister who buys the article made from trimmings. The meat must be thawed out and must remain long enough thawed to convert it into the desired form. The customer who preceded the purchaser, having unwittingly handled and so inoculated

the prime quality article with typhoid germs from her fingers, may cause the entire family of that purchaser to be taken with typhoid.

The meat dealer cannot keep customers from touching with their fingers meats that they think of buying. He cannot keep his employees from handling it in the moving. The time was, when in order to keep such goods from spoiling on his hands, he added preservatives, and so, without knowing it, saving many lives.

Sir Frederick Treves, M.D., Surgeon to His Majesty the King of Great Britain and Emperor of India, recently addressed a meeting of the National Health Society of his country. In his talk he said some wholesome things about the senseless food-scare that sensation-mongers had aroused here. He aptly told his listeners that the public does not mind eating anything that cannot be seen or that newspapers have not stirred them up against. He rightly declared that milk, meat, ice cream and other foods could swarm with the bacilli of typhoid fever, cholera, or dysentery, and they did not mind it, but if newspapers started an exaggerated tale about canned goods they became hysterical in their consternation. He assured them that it is the old story of "straining at gnats while swallowing camels."

It is a shame that more doctors are not as outspoken as he is. The very people who assert that it is God's will that their beloved ones are taken from them by death, themselves bring about the deaths that they so glibly charge against Providence. They do it, too, by this very straining at gnats and swallowing camels that Sir Frederick refers to. They willingly open their mouths and swallow down the camel of disease while straining at the gnat of preservatives. Millions have died, unnecessarily, from the swallowing of this camel, but not one solitary soul has ever suffered from the gnat of preservatives.

#### Cannot Show a Single Case of Injury.

For a quarter of a century preservatives have been growing in demand. In all this time a single authentic case of injury from preserved foods has not been found. Even Dr. Wiley's poison squad, under wholesale treatment, was in better condition soon after the experiments, so he says, than they were before the experiments began. Had he not frightened them, by compelling them to sign an agreement, in advance of the experiments, that they would not hold the United States responsible for any injury that might come to them from his encapsuled preservatives, there can be little doubt of the fact that even the slight disturbances of digestion which were reported would not have occurred.

That water is an indirect carrier of disease is one of the best established facts of medical science. Many have jumped at the conclusion, from this, that the drinking of water that is infected, brings disease. This unsubstantiated deduction had a rather rude setback in the experiences of our soldiers, who were led to believe that if they boiled the water they drank they would be saved from disease. They did boil their drinking water, and the deaths from typhoid, from which the surgeon-general promised them immunity, became appallingly numerous. An official search found that flies, not impure water, had in that instant done the mischief. Flies carried typhoid germs from the latrines, on their feet, to the food on which they were permitted to walk.

Water carries typhoid germs to food through the wet fingers of cooks and the undried dishes that have been washed in the polluted water. But neither flies nor cooks' fingers can convey enough germs to food to overcome the natural immunity which we all possess. The multiplication, in the food, to which reference has already been made, but which cannot be too often repeated, was the thing that created the epidemic.

Can, or can not, ten millions of virulent germs do more mischief than one solitary virulent germ? Answer this question to your own satisfaction and I believe that your common sense will agree with mine by saying that the millions are decidedly more likely to do harm than the units. Once let the public see the force of this truth and, from legislating against the use of preservatives, they will turn around and punish the men who do not use them, in places where their use is necessary. From decrying them they will come to look upon them as among heaven's greatest gifts to man.

#### Unpreserved Food, Not "Embalmed Beef."

Had the food of our armies been sufficiently protected from germ multiplication by the aid of preservatives we would not have heard the wails of so many thousands of American wives and mothers over

the unreturning brave who died—not from Spanish bullets, but from sensational newspaper falsehoods about preservatives. It is impossible, without the aid of preservatives, to supply Caucasian armies with their necessary nourishment freed from the germs of death.

Japan gave her soldiers antiseptic chemicals with every meal, and her death rate was the smallest ever recorded. Russia neglected to do so, and her sons died in their camps like rotten sheep. We ordered our soldiers to boil the water they drank and cried out against embalmed beef. The horrible climax is too well known to need repeating. But, alas! "Ephraim is joined to his idols. Let him alone!"

And now for another fact that is not generally known to the public, and that their lack of knowledge concerning which "leads them into the ditch." As soon as meat has spoiled its odor and taste are so rank that almost everybody can be depended upon to reject it as an article of diet. While this putrefying of the meat warns us of danger, it does not come quite soon enough to be a reliable guide. It is not the putrefying germs, with their abominable odor and taste, that are the real source of danger in decaying meat. An American Indian rather relishes this "ripeness," and enjoys it as a German does Limburger cheese. It is meat that tastes perfectly fresh, looks perfectly fresh, and that no expert is able to distinguish from fresh meat, except after hours or perhaps days of study, that is really dangerous.

In this lies the supreme and unutterable folly—yes, even crime—of forbidding the use of preservatives. If any person could in any way or by any test of practical utility tell pure, fresh meat from meat that swarms all over with typhoid, dysentery, cholera or scarlet fever germs, there would be some small grains of sense in expecting boards of health or dairy commissioners to be of some help in saving us from their attacks. As it is, whoever expects to be protected, to the slightest degree, by these officers, is leaning upon a broken reed.

#### Where the Physician is Helpless.

Without the good services of food preservatives, where life is unavailable, we are left absolutely to the mercy of chance. Doctors, health officers and chemists of the Department of Agriculture are looked upon by the public as being able to give them pure food and save them from suffering and death that comes in food. The fact is, and all of these men know it, that they are every whit as helpless as the victims and the people who put such implicit confidence in them. The doctor can relieve some of the suffering of those already poisoned, and he can save a few of their lives after they are poisoned, but he knows no more than they do as to when food has become dangerous.

The handlers of food know when that food has been thawed out and kept at a thawing temperature and they should be permitted to apply preservatives on such food. Not once in a hundred or a thousand times, perhaps, would this thawing cause disease. It would only do so when the special germs of disease happened to have reached it.

The dealer would willingly apply the preservatives for his own benefit, as such an application would save meat from putrefaction and therefore from loss. Personal interest would lead him to thus become a public benefactor. But the law steps in and says that he must not do it. He naturally refuses to throw away meat that in every way appears to be good, but being sure that it will soon be putrid he sells it at the earliest possible opportunity. The wise grocer, in the same way, disposes first of his bruised but otherwise apparently sound fruit.

The law makes it a crime to apply the only available protection known to man. All the adulterants that hypocrisy and criminality could crowd into food could never equal, in injuriousness, a law that forbids the holding of death at bay through the checking of the multiplication of disease germs.

I am not here as a special pleader for any industry. I am neither a dealer in perishable foods nor a dealer in preservatives. I am in no way connected, directly or indirectly, with any of these industries. The men who urged the passage of the strange law that forbids the use of preservatives were, many of them, personal friends of my own. We have become estranged as a result of this contest, but my conscience will not let me stand idly by and see multitudes forced into untimely graves through misapplied zeal.

The attitude of the public on this subject bewilders me. It is difficult to understand why otherwise sane men refuse to weigh the evidence that is available

on this question. What harm would it do them to look it over and then decide? It is surely sufficiently serious to be worth considering. Facts are facts, and when we are all dead and forgotten they will be vindicated, in defiance of that worst of all conceits that refuses to consider anything as possibly true which stands in opposition to a preconception.

#### Why Many Foods, Are Costing More.

There is an economic side to this pure food question, that is very generally being overlooked. Ever since the agitation reached a point where the law was in a promising way of being passed there has been noticed a gradual tendency for all kinds of food to rise in price. In States where such laws had already been in operation the increased cost of provisions had been noticed. The officials, in some of them, made some feeble efforts toward showing that the enforcement of the food laws had nothing to do with the rise, or else they tried to prove that purchasers were mistaken in supposing that there was a rise.

Does any reasonable person imagine that a law of such far-reaching consequences could be passed without unsettling the markets? Did not every wideawake financier foresee the increased expense of the mere matter of change of labels? Did they not see that all users of preservatives would have to experimentally seek for new methods of protecting their wares till they could reach consumers? Did they not foresee that in the simple matter of using colors and condiments, changes would have to be made, and that in order to make these changes with safety to their business a lot of experimenting would have to be done and the services of expensive experts called in to assist them?

Did they not foresee that all users of inferior goods would have to either defy the law or go out of business? These could not well enter into competition with powerful corporations that had already secured the cream of the trade as such exceedingly low rates as the sale of the inferior goods had, by competition, forced upon them.

These immense losses, that must aggregate millions of dollars, had all to be made good by consumers. But how? The wideawake financier, refusing to start new enterprises of a food producing character, and withdrawing his financial support from the concerns that he feared this strain would affect badly, shut off cash advances, lessened the output, and made a rise in prices possible. The added cost of running the business, and the withdrawal of advances, must have had its effects, and these we see in the rising rates of provisions all over the United States. No new investors are seeking an output for their funds in this direction, and weak concerns are dropping out of business.

The shortening of the supply without a corresponding diminution of the demand is being felt. The difficulties that beset the working classes in trying to make both ends meet are fostering that spirit that leads to strikes, and these in turn still further raise the prices. Competition in food products has been still more restricted by the law, making unsalable large amounts of inferior food products that once entered into competition with better goods.

#### Food Sent to the Garbage Heap.

The Pure Food Law has tended to send to the garbage heap great amounts of perfectly wholesome articles, that by coloring, spicing, and putting up in dainty form, were sold at low rates. As a competing factor, keeping down rates on better goods, they made it possible for all goods to be bought at relatively low rates. Apples, pears, peaches, plums, and other fruits that once commanded a low rate are now unsalable. Some of them may go to feed hogs, but most of them revert to the manure pile. For all of these the consumer must now pay. The demand that once covered both qualities is now centered only on one and the prices of that one have to cover what was formerly paid for both.

The butcher, who formerly was permitted to use his perfectly wholesome scrap meat in the manufacture of Hamburg steak, must now either defy the law or lose a large part of the trimmings. This loss, that at first falls on the dealer, soon goes home to the consumer. The prices of meat must advance high enough to pay for all of this loss. The demand for Hamburg steak, being transferred to other meats, raises the price of these other meats to the united prices of both.

The butcher, in raising his prices, may be as unconscious of the working of this law as is the average customer. He cannot, voluntarily, take it upon himself to ask more for his roasts and porterhouse

steaks because he loses his scrap meat. If he did he would lose his customers. When he patiently waits till the law acts he will discover that it is quite automatic and quite independent of his desire to have his wrong righted.

#### Public Pays for Food That Is Lost.

Apples that have not been sulphured because of fear of the Pure Food Law, reach the market with a large increase in rottenness. The public have to pay as much for the few apples as they would have had to pay for the many, because the demand for all would have been the same as for the residue. Bottled beer that is shipped without salicylic or benzoic acid has a large per cent of spoiled bottles. Still another large amount spoils before leaving the brewery. The purchasers of the remaining bottles, by transferring their total demand to the residue, cause the price to rise high enough to pay for spoilage.

Chipped beef, from which preservatives have been excluded, on reaching damp climates, or being subject to damp seasons, molds and spoils. All of this loss must be made good by the consumers. One kind of food, likewise, reacts upon another. If we get disgusted with the spoiled goods that happen to reach us we transfer our patronage to some other kind of food and raise its price. In this way nearly every kind of food goes up, whether the Pure Food Law applies directly to it or not.

If the consumer's woes ended with the type of losses now enumerated he might endure it. The end, however, is not yet. As a tax-payer and as a purchaser he has also to reckon with the government. While some business men make great profits, because of the immense volume of business that flows to them, others make so little that they must soon go into bankruptcy.

Between these extremes is the average business man. He conducts business at the average living profit. Any added expense that is thrown on business would shipwreck all but the big monopolies if not transferred to the consumer. This kind of transfer likewise acts automatically. Every added government expense or tax that is placed on his shoulders is inevitably transferred to the shoulders of the consumer.

For every trial under the Pure Food Law, every punishment, every ruined business of guilty or innocent, every inspector, every expert chemist, every lawyer, every judge, every witness, the consumer must pay in the added cost of his food. The rise in prices has, therefore, scarcely yet begun; i. e., if any honest effort is ever to be made to execute the law. Let the dance go on. We have called in the pipers and must pay for the music.

#### Cost of the Food Law Inestimable.

Who is able to estimate the cost to the nation of the enforcement of such a law? Who can tell the size of the army of chemists that will be required to guard every railway line, at every State line, so as to check the passage from State to State of illegal goods? Perhaps, at the beginning, few will be required. Many will try to conform to the law. Walt, however, until the unscrupulous have gotten over their fear and learned how to evade or dodge the law, and then the fun will begin.

Honest men, anxious to be law-abiding citizens, will begin to discover that their business is going to the dogs for lack of due protection. They will discover that an unexpected law of this kind is a splendid device for favoring dishonesty. They will see the unscrupulous prosper, while the government's trusted officers stand by and protect them. They will learn that to complain will mean persecution by the very men they thought were being paid to defend them.

To execute the law is bound to be awfully expensive. Not to execute it will be a crime of the greatest magnitude. To execute it will require honesty, honor, and exactitude, in every government employee that acts as inspector or expert. One venal inspector can do more damage than a hundred honest ones. How shall this one be found out? Will the briber tell on the bribed? Can a detective act as briber in a case where the bribed knows the business man with whom alone he will deal?

#### What We May be Coming To.

If only one-tenth of the amount of adulteration exists that we were told does exist, will not most of this slowly return as soon as immunity has been acquired? Then we will require tens of thousands of expensive chemists to ferret out violators. The bribed officer is quite likely to appear to be the most zealous and honest of the lot. He will busy himself in bringing to punishment the men who refuse to voluntarily offer a bribe. It is always easy enough to discover,



in a large business, accidental violations due to the carelessness of workmen.

All these difficulties will have to be met and righted and all of them will have their cost shifted to the shoulders of the consumer. Will Congress ever be willing to supply the Department of Agriculture with a tithe of the money it is sure to need for the execution of this law as it ought to be executed? I fear not. To fail to execute it, is sure to bring consequences that are exceedingly unpleasant to contemplate. It will simply mean the turning over of the public to the exploitation of hypocrites and frauds. It will bring this and other laws into contempt. It will make us wish that it had never been passed.

**THE PRESIDENT:** Gentlemen of the Convention: We are all very much indebted to Dr. Eccles for the able paper that he has just read. Why, gentlemen, it is worth a trip from the most distant part of this country to come here to-day and to be taught such a lesson in our own interest. (Applause.) We

shall carry back that information with us, gentlemen, to our business, and we will find it most valuable. In your name and on behalf of this association I thank Dr. Eccles for the indefatigable labor he has expended and the sacrifice he has made in coming here to deliver that splendid talk to us. (Applause.)

Gentlemen, in view of the fact that we have very important business pending, it has been considered best to deviate from the programme somewhat and hear some of the reports of committees, the report of the Committee on Resolutions and on the election of new members. We thought that perhaps it would be more timely and proper to take these very important matters up at the morning session than wait till the afternoon.

**THE SECRETARY:** The next thing, gentlemen, is the report of the Committee on Resolutions. The first resolution is as follows:

## REPORT OF THE COMMITTEE ON RESOLUTIONS

### On the Death of Nelson Morris.

Whereas, an all wise and just Providence has removed from our ranks during the recent past, Mr. Nelson Morris, one of our most respected and valued members, and

Whereas, Mr. Morris was one of the great leaders and pioneers of our industry, who has left his impress not only upon the packing house business of the country, but upon various other large and important interests, and

Whereas, Mr. Morris has been one of the great guiding influences which have assisted most materially in making the American meat trade the greatest in the world; therefore be it

Resolved, that the American Meat Packers' Association in meeting assembled extend its sincerest condolences to the family of Mr. Morris.

### Thanks Extended to Government Officials.

Resolved, That we appreciate the kindness and courtesy extended to this association by the officials of the Department of Agriculture, and members of Congress; namely, Secretary Wilson, Dr. A. D. Melvin, Dr. A. M. Farrington, Dr. Rice P. Steddom, Mr. George P. McCabe and Mr. Jasper Wilson of the Department of Agriculture, Senators Proctor and Simmons, and former Representative Wadsworth; and in this connection we may say that much of the success which has attended the enforcement of the Meat Inspection Law is due to the common sense, reason and forbearance exercised by the Government officials in its enforcement.

The packers have cheerfully co-operated with the Government officers from the beginning, and will continue to do so, doing all in their power to give the people the full benefit intended by the passage of this act.

### For Reciprocity and Tariff Revision.

Whereas, The members of the American Meat Packers' Association are convinced that a thoroughly intelligent investigation and revision of the tariff would greatly increase the prosperity of the farmers, livestock raisers and meat packers of this country, opening many foreign markets now closed or practically closed by the negotiation and ratification of reciprocal treaties between foreign countries which thus discriminate against our products, and

Whereas, Such tariff revision would, by the broadening of markets, tend to insure greater stability to business and to the value of our products; therefore, be it

Resolved, That the American Meat Packers' Association endorses the platform of and pledge its support to the American Reciprocal Tariff League in its effort to attain this object; that it formally declares itself in favor of establishing a non-partisan tariff commission with semi-judicial powers—as, for example, power to summon witnesses—this Commission to investigate thoroughly and scientifically the various schedules and from time to time to submit their conclusions in the form of recommendations to the Executive and to Congress.

### To Labor for Advancement of Meat Trade.

Resolved, That this Association, which includes in its membership four-fifths of all the meat packers in the United States, pledges itself to labor as

a whole for the benefit and advancement of the meat industry and to elevate the business to the highest attainable standard. Having in this country the best and healthiest cattle, hogs and sheep grown in the world, the slaughterers, packers and manufacturers of meats owe it to themselves to spare no care, labor and skill in the manufacture so as to bring our meats up to the highest standard of perfection, that they may continue to hold first place in the markets of the world.

### To Stand United Against Assault.

Whereas in the past, by reason of packers being scattered all over this vast country and working under diversified conditions, meat men have not known each other sufficiently well, and in consequence there has been little if any friendly intercourse, interchange of opinions or commercial relations, and

Whereas, under the auspices of this association we are now brought together on a closer footing and into a spirit of cordial good fellowship, and it is our purpose to join hands in a common cause; therefore be it

Resolved, To take counsel together and study how best to serve the general public whose servants we are; and to stand united for mutual protection.

### Approve Meat Inspection and Food Laws.

Resolved, That we look upon the Federal Inspection Law and Pure Food Law with great favor. We regard them as measures of public health and believe they should be enforced in letter as well as in spirit; provided, however, that the regulations framed under these laws are not impracticable, unnecessary and unreasonable, or so enforced as to work hardship to the packer without benefit to the consumer, and in certain cases prove to be a needless destruction of valuable property.

### Relations With the Livestock Interest.

Resolved, That there should always exist between the meat packers and the livestock raisers and shippers the most friendly and cordial relations. Each of these great industries is almost wholly dependent on the other, nor could the packing business of this country ever have grown to its present enormous proportions were it not for the enterprise of the stock growers, who have furnished the raw material in such abundance.

The bond of mutual interest binds the stockmen and the packers, and their dealings with one another should be fair, open and honorable at all times, and based on the principle of "live and let live."

### The Public and the Retail Butcher.

Resolved, That we owe it to the consumers to keep them fully acquainted as to our methods of handling meat products; that our packing houses should be always open to public inspection and should be kept in the highest sanitary condition, so neat, clean, sweet and wholesome as to invite commendation.

Next to the public we owe it to the retail trade, which is by far the most important branch of the meat industry, that the retailer be encouraged in every way by the wholesaler, that he be aided in catering to the wants of his customers, and so

dealt with as to be enabled to realize adequate compensation from a business which requires such close attention, hard work and long hours.

(Each resolution was adopted unanimously after it had been read.)

**THE PRESIDENT:** A gentleman makes the motion that the resolutions just read and adopted seriatim be now adopted as a whole. Before putting that question, I desire to thank the Committee on Resolutions for their very able and intelligent and patriotic work; they have certainly voiced the sentiment of this great convention and they are certainly deserving of our thanks. The question is on the adoption of the resolutions as a whole. (The resolutions were adopted.)

The next business is the report of the Auditing Committee. You want to see and know where your money is going and we want to let you know about it.

**THE SECRETARY:** The Auditing Committee begs leave to report that it has examined the books of account and vouchers, and that the same are found to be correct and regular. All of which is respectfully submitted.

WILLIAM REA,  
JOHN M. WANNER,  
JOSEPH GRASSELL,  
Auditing Committee.

(The report was adopted.)

### ELECTION OF OFFICERS.

**THE PRESIDENT:** Now, gentlemen, we will have the report of the Nominating Committee, who shall present to you your officers, if agreeable, for the ensuing year. Mr. McCarthy, the secretary, will read the report of the committee.

**THE SECRETARY:** Your Nominating Committee begs to submit the following candidates for election:

President, James S. Agar, Western Packing & Provision Company, Chicago. (Applause.)

Vice-President, Benjamin S. Corkran, Street & Corkran Co., Baltimore, Md. (Applause.)

Secretary, George L. McCarthy, The National Provisioner, New York. (Loud applause.)

Treasurer, Joseph L. Roth, J. C. Roth Packing Company, Cincinnati, Ohio. (Applause.)

Executive Committee: Charles Rohe, of Rohe & Brother, New York City, chairman. (Applause.)

Michael Ryan, of the Cincinnati Abattoir Co., Cincinnati, Ohio. (Great applause.)

James W. Garneau, Waldeck Packing Co., St. Louis, Mo. (Applause.)

John J. Felin, J. J. Felin & Co., Incorporated, Philadelphia, Pa. (Applause.)

Matthew Danahy, Danahy Packing Co., Buffalo, N. Y. (Applause.)

Joseph Allerdice, Indianapolis Abattoir Co., Indianapolis, Ind. (Applause.)

Frederick Fuller, G. H. Hammond Company, Chicago, Ill. (Applause.)

Respectfully submitted,

CHARLES E. ROTH, Cincinnati,  
Chairman.

CHARLES ROHE, New York.  
CHARLES F. HAMMOND, Detroit,  
CHARLES A. KERBER, Elgin, Ill.

FRED. KREY, St. Louis, Mo.

**THE PRESIDENT:** Gentlemen, the question is on the adoption of the report of your Nominating Committee. Are you ready for the question? (Cries of "Question, question.") All those in favor of the adoption of this report say Aye. (Many ayes.) Those opposed, No. (No response.) The ayes have it; and, gentlemen, your officers have been named for the coming year. A motion will be in order to appoint a committee to call on Mr. Agar and bring him before you.

(Mr. Agar here appeared without further ceremony.)

**THE PRESIDENT:** Mr. Agar, I desire to inform you, sir, that you among the 350 members of this association have been chosen as a fit and proper person to preside over our counsels for the ensuing year. I want to say, sir, that the proudest year I have ever put in

in my whole life, and the highest honor I have ever had conferred on me, and the highest honor that could come to any man, is to be president of such an organization as this. (Applause.) And I am proud of the fact that the mantle of authority falls on so able an individual as you. (Applause.)

I thank the membership one and all for their courteous, their kindly friendship and the generous spirit in which they have treated me in the past. I shall recall this to the last day of my life, my association with you gentlemen, and for my successor, Mr. Agar, I ask the same treatment. (Applause.)

#### President-Elect Agar Speaks.

MR. AGAR: Mr. President and Gentlemen: I appreciate the great honor which you have thrust on me and hope I will maintain the confidence that you have put in me for the coming year, and I will try to fulfil what you want of me. The General and I have been associated during the past year, I having served on the Executive Committee, a committee of the most noble co-laborers of any body of men that I have ever associated with—Mr. Rohe, of New York; Mr. Alledice, of Indianapolis; Mr. Kerber, of Elgin; Mr. Danahy, of Buffalo; Mr. Garneau, Mr. McCarthy, General Ryan, and Mr. Felin, of Philadelphia. I thank you, gentlemen, and we will try to follow in the footsteps of our predecessors, and hope that our work for the coming year will be for the benefit of the association.

We grieve sometimes to see the press come out in big headlines saying that the American Meat Packers' Association condemns the meat inspection law—the furthest thing from our minds, gentlemen. We want to work hand in hand with the Government and we want the public to know that we are on the square, and that all we ask is a fair deal and no favors. I thank you, gentlemen. (Applause.)

THE PRESIDENT: Gentlemen, the next business in order is the election of new members.

THE SECRETARY: Owing to the form of our constitution, gentlemen, it is our plan to elect members through the Executive Committee, but it is necessary that that election shall be ratified by the members at large. An amendment to the constitution has been proposed, which will change that next year, but in order to carry out that election properly according to our present constitution, I have provided the following motion:

Moved, That all applicants for membership who have passed the Executive Committee during the past year and notice of which has been sent out by the secretary in the form of bulletins, shall be declared members of this association.

In addition to these names, there are a large number of new members, whose names have not appeared in the bulletins.

I move you, Mr. President, that we elect these gentlemen members of this association. (The motion prevailed.)

#### Vote of Thanks to Chicago.

THE SECRETARY: I have a number of other motions here, gentlemen, which I think we should act upon:

Moved, That a vote of thanks be extended to our Chicago members, who have so liberally and conscientiously provided the banquet to be tendered to us at the Auditorium Annex to-night. The spirit of welcome and hospitality which it conveys is deeply appreciated, and we hope every one of us may have the opportunity to reciprocate at some future time.

I move the adoption of that motion. (Seconded.)

THE PRESIDENT: Gentlemen, I think this is an eminently fitting and proper motion to be carried, to return our sincere and hearty thanks to our associates here in Chicago for the princely and royal manner in which they have made preparations to receive us. Gentlemen, I believe you will agree with me when I say that it is no detriment to any other city in this great country, there is but one Chicago. (Applause.) And they never do

things by halves, as you will discover to-night. Chicago may be confined within the boundary lines of the State of Illinois, but this great city does not belong to any State in particular; Chicago belongs to the whole country—(applause)—and we thank our friends here for their kindness, their consideration and their generous hospitality, and hope that on some future occasion we may have the opportunity to reciprocate. (The motion was carried.)

Gentlemen, we have with us here on this interesting and great occasion gentlemen who know that when they come to a meeting of this sort they are certainly in the house of their friends. They belong to the one great family that above all others is indispensable to the well-being of the packing trade—I mean the retail butchers of the country; and we are fortunate in having with us to-day two gentlemen connected with their national organization, whom I will introduce to you. Gentlemen, this is Mr. Charles Munkwitz, of Milwaukee, president of the United Master Butchers' Association of the United States. (Applause.)

#### Retail Butchers Greet the Packers.

MR. MUNKWITZ: This is a great honor, gentlemen, that you do me, and I want to say that I feel in my heart that the only thing that our association can do is to join with you at your convention. I have not much to say, but it gives me great pleasure to be here. I say for myself and for the butchers all over the United States that, gentlemen, we will try and do the best we can to help you.

Years ago, if you remember, we always fought the wholesalers. I say that is the wrong policy. There used to be a fight between the wholesalers and the butchers, and between the butchers and the wholesalers, but now I say, gentlemen, let us be friends. (Applause.) Let us work hand in hand as much as possible, throw all our grievances aside and do what we can for each other. We are in the same identical business, we try to serve the public, we try to do what is right and if we cannot, it is not our fault.

I think we ought to get together once in awhile and air our grievances, talk about them and regulate them; and we ought to appoint a committee, a conference committee, for both associations, representing the national retailers and the national wholesalers, who could take up any grievances that we have, and investigate them and have them adjusted. And in our conventions we ought to set aside one session for each other; and I suggest that in your conventions you set aside a session for the butchers or retail men. I don't think I have much further to say. I hope, gentlemen, that we may meet again, and will all be good friends. (Applause.)

THE PRESIDENT: We have another gentleman here representing the same organization, Mr. Linehan. I take pleasure in introducing Mr. Linehan. (Applause.)

MR. J. F. LINEHAN: Mr. Chairman and Brother Craftsmen: I feel in my mind and in my bones that we are all fellow-workers. You are to a certain extent allied with our craft. At our national convention I was instructed as chairman of our Legislative Committee to do all I could to advance the interests of both the packers and the marketmen. My colleague, Mr. Munkwitz, and myself are representing the retail marketmen, and we feel as though we are right at home amongst you all.

#### Was a Mistake to Fight the Packers.

I wish to state that as far back as 1885 I attended a convention of the Master Butchers of America, at St. Louis, having for its object opposition to the Western packers. Since that time we have all arrived at the conclusion that it was a mistake on our part, as the packers are as necessary to our interests as we are to theirs. Without the accommodation we receive from the packers it would be impossible for us to fill our orders for the various cuts of meats, such as loins, ribs, tenders, etc., that we have to have to please our customers. And we are just as essential to

their welfare, as we are the medium through which their products are distributed to the masses. Therefore, the concern and welfare of all the packers and marketmen are identical, and we are ready and willing to co-operate with you in any legislation that is for our joint interests.

As an instance I will cite the present oleomargarine law, which is without precedent the most iniquitous measure ever foisted on the American people. The idea of compelling the poor man, dependent on his daily toil, to pay a premium on the butter which he uses, while the rich man can purchase butter for a high price, colored, if he wants it so, with all the colors of the rainbow. The injustice of the law is so apparent that in my city the labor unions and socialistic bodies are a unit against the existing law, and are only waiting for the proper moment to enter a protest. Why, men, in my humble opinion, I believe such a law could be declared unconstitutional, as it is certainly class legislation, in the interests of the dairy trust and detrimental to the interests of the whole nation.

#### Iniquity of the Oleo Tax Law.

As an example, I will cite the ordinary working man: He uses two pounds of butter each week, for which he pays from 25 to 40 cents per pound, according to the season. And this year, thanks to the dairy trust, there was no period when it was at the lower price. With the best grass and clover they have ever had, they boost prices to suit themselves. Do you know that, if properly handled, a storm of protest could be set in motion that would drive the allied dairy interests to the wall—by removing the entire tax from colored oleo.

The reason the dairymen have been successful is because they have gone about their business in a systematic manner, bringing pressure to bear and making threats of relegating legislators to private life unless these iniquitous measures were passed.

Now we have on our side that great weapon that will always prevail, namely, Justice; and while it may be delayed for a time, it will be triumphant ultimately.

We at our convention took a firm stand on this point, and I am authorized to go to Washington this winter to agitate this question and bring about the annulment of the so-called oleo law, and to substitute a measure that will protect the masses from the clutches of the honest trust, supposed to be farmers, but in reality the most gigantic collection of swindlers we have in our country.

There is another measure that needs attention, namely, the custom that prevails with reference to tubercular or diseased animals. At the present time in most of our States there is no law compelling the stock raiser to keep his stock in such condition as will promote their health. His only object is to force feeding and make weight so as to bring him the most money. There his responsibility ends. But if his steer, hog or lamb had to be passed on or before his draft would be honored, I think the quality of his stock and its healthfulness would be materially improved.

Now, gentlemen, I wish to state that there never was a better or a more opportune time to have laws with reference to oleomargarine acted on. The people of this country are up in arms. Theirs are sentiments that will prevail. (Applause.)

#### Willing to Work With Butchers.

PRESIDENT RYAN: I want to say, gentlemen, for the information of Mr. Linehan, that we have already, in our Executive Committee, a committee organized for all the purposes he suggests, and we certainly will be very glad to co-operate with these gentlemen, unite with them in opposing the proposed vicious legislation and in trying to get repealed the unjust food laws that now exist.

#### Election of Honorary Members.

THE SECRETARY: Our Constitution provides as follows: "Any person who has been of exceptional service to this Association or the packinghouse industry may be elected an honorary member, upon such terms and conditions as the By-Laws may provide."



And the By-Laws provide that they must be elected at an annual meeting. In conformity with that section of our Constitution, I propose the following names for honorary members of this Association:

Mr. Jacob Dold,  
Mr. Charles B. Murray,  
Hon. Joseph H. Senner,  
Mr. Samuel Kingan,  
Mr. Michael Cudahy,  
Mr. Ferdinand Sulzberger.

And I ask for a second to the motion. (Motion seconded.)

THE PRESIDENT: It has been moved and seconded that the six gentlemen whose names have been read be selected, for their eminence and their length of years and their integrity and their honesty in the meat trade of the country, honorary members of this great Association, which is just about as high an honor as any man can aspire to.

(Mr. Jacob Dold, Mr. Charles B. Murray, Hon. Joseph H. Senner, Mr. Samuel Kingan, Mr. Michael Cudahy and Mr. Ferdinand Sulzberger thereupon were unanimously elected honorary members of this Association.)

(The Secretary thereupon read the following motions, all of which were seconded and unanimously adopted:)

MOVED, That a vote of thanks be extended to the Reception Committee for the splendid banquet which they have prepared for us, for the visit to Packingtown which we are to enjoy to-morrow, and for their earnest labors in receiving us and providing us with most enjoyable forms of entertainment during our meeting. We realize how arduous has been their work, but if our appreciation is any compensation, we desire the Committee to know that we feel deeply indebted to them for what they have done.

MOVED, That all applicants for membership who have passed the Executive Committee during the past year, and notice of which has been sent out by the Secretary in the form of bulletins, shall be declared members of this Association.

MOVED, That a cordial vote of thanks be extended to the National Confectioners' Association for its helpful assistance to us in conferring upon matters of mutual interest.

MOVED, That a vote of thanks be extended to the National Wholesale Grocers' Association for their ready co-operation in assisting to give better understanding to laws which are of mutual concern.

MOVED, That the action of the Executive Committee be approved in suspending the By-Laws referring to dues, so as to permit the receipt of application for membership after April 29th, 1907, in advance of this meeting, such applications to receive receipt for dues to October, 1908.

MOVED, That a vote of thanks be extended to the authors of the technical papers which have been read at this meeting as an evidence of our appreciation for the painstaking care taken in their preparation and for the valuable information which they have given us.

MOVED, That a vote of thanks be extended to the retiring officers of this Association for the invaluable aid they have given in its organization, for the time they have consumed in its behalf, and for the interest they have exerted to achieve its success.

THE PRESIDENT: It is an old saying and a true one, that the proof of the pudding is in the eating. We are thanking the Committee for what they are going to give us before we know what we are going to have, but we can safely thank them and we will go there with good appetites.

Gentlemen, the hour admonishes us that we have reached about the time for recess. I will call your attention to the fact that there are several more important matters to come before the Association before final adjournment, not the least of which is to hear from some of our associate members this afternoon, and I hope and trust that you will show those associate members of ours who have been so true and loyal to the Association your appreciation of their efforts by being in attendance. We now stand adjourned until 2 o'clock.

Recess until 2 o'clock P. M.

## FOURTH SESSION

THE PRESIDENT: Gentlemen, the hour has passed for our re-assembling, and as there are many important matters for consideration here this afternoon I do not believe it would be proper to delay any longer the opening of this afternoon's session. A committee was appointed this morning to draft suitable resolutions to the memory of Mr. Murphy of St. Louis. I understand that committee is ready to report, and I ask the chairman of the committee, Mr. Albert Johnson, to report the resolutions.

MR. ALBERT JOHNSON: Mr. President and gentlemen, the resolutions are as follows:

WHEREAS, The Lord in His allwise Providence, having removed from our midst our good friend and fellow member, Mr. John Murphy, of St. Louis, Mo., therefore be it

RESOLVED, That we, the members of the American Meat Packers' Association in convention assembled, hereby extend to his sorrowing family and many friends our sincere expressions of profound sympathy at their great loss, and that this resolution shall be spread on the minutes of our meeting and a copy thereof sent to his bereaved family.

ALBERT JOHNSON,  
JAMES W. GARNEAU,  
FRED. KKEY,

Committee.

THE PRESIDENT: Gentlemen, you have heard the resolutions as read by the chairman of the committee. What is your pleasure?

(It was moved that the resolutions be adopted as read and that the same be spread upon the records of the Association and a copy thereof sent to the family of the deceased. Motion seconded and carried unanimously.)

THE PRESIDENT: As a mark of respect to the memory of Mr. Murphy, I would request that everyone evidence his approval by standing. (All those present then rose.)

### Amendments to the Constitution.

THE PRESIDENT: The Secretary will now present the constitutional amendments to be adopted.

THE SECRETARY: I will read the following amendments as proposed:

"Article 5. The active and associate members shall be elected at any regular or called

meeting of the Executive Committee, by a two-thirds favorable vote of said committee. The amount of the annual dues must accompany all applications for membership. Honorary members shall be elected only at the regular annual meeting of the Association."

In explanation of that I would like to say that it is done for the purpose of obviating action such as we had to take to-day in electing the members for the whole year. It gives the Executive Committee authority to elect members each month or as often as they see fit. The Executive Committee moves the adoption of that change. These amendments were proposed by Mr. James W. Garneau, acting for the Executive Committee.

(Moved and seconded that the amendment be adopted. Carried and amendment adopted.)

THE SECRETARY: Article 7 to read as follows:

"The annual dues for each active and associate member shall be twenty-five dollars (\$25.00). All dues shall be paid to the treasurer within thirty days after the annual meeting and shall terminate with the opening of the next annual meeting. Members in arrears eleven months shall be dropped from the roll."

(Upon motion, duly seconded, the amendment was adopted.)

THE SECRETARY: Article 12 to read as follows:

"The by-laws may be amended, or new by-laws adopted, by a two-thirds vote of the Executive Committee members at any regular or called meeting of said committee, provided that 30 days' previous notice of such intention, stating the nature of the proposed by-law or amendment, be sent to the Secretary, who shall at once notify each member of the Executive Committee."

(Upon motion, duly seconded, the amendment was adopted.)

THE PRESIDENT: Now, gentlemen, a motion will be in order to approve these amendments as a whole.

(Moved and seconded that the amendments be adopted as a whole. Motion carried and said amendments were adopted as a whole.)

THE PRESIDENT: Gentlemen, the next paper to be read is upon the subject of "Plant Appraisal," by Walter W. Pollock, of the Manufacturers' Appraisal Co., Chicago.

## PLANT APPRAISAL

By Walter W. Pollock, Manufacturers' Appraisal Company, Chicago.

A knowledge, accurately compiled and recorded, of the value of the property possessed by every corporation and every individual in the United States, and the public acknowledgment of the responsibilities attached to the ownership of an exact amount of wealth—no more, no less—would go far towards solving the many industrial, governmental and social problems that confront the American people today. And may it not be conversely stated that the difficulties met in solving these problems are due in large measure to the selfishness inherent in the human character which has enabled the suppression of true valuations, and the depression and inflation of values, as personal interest may suggest?

### Results of True Valuations.

Some of the results of the strict enforcement of true property valuations may be briefly stated.

First—The acknowledged evils of over-capitalization of steam and electric railroads, public service corporations, and the larger industrial organizations, would be greatly lessened by publicity at all times of the actual capital investment.

Second—The numerous illogical systems of taxation could be reduced to compliance with the constitutional requirement of true uniformity.

Third—Book values of land, buildings and equipment could be made to keep pace with changing conditions, and be made to conform more nearly to the truth.

Fourth—The fire insurance industry could be revolutionized without injury to the companies or the assured, by safeguarding the interests of both; by changing the insurance problem from a gamble in

which the cards sometimes seem to be stacked, to an exact science, under the operation of which the insurance interests could make a fair profit, and the assured always receive adequate protection for the money paid out for premiums.

It is not my purpose to make this paper a political or a socialistic argument. The great questions of over-capitalization and taxation are engaging the earnest attention of men of great ability, and so far as this paper is concerned, it will confine itself to the discussion of the practical, every-day business usefulness to a manufacturer of possessing a full and complete appraisal of his property, made in accordance with the best methods, for accounting and insurance purposes.

### Demand for Expert Appraiser.

I read in a newspaper only a few days ago that George Washington, who couldn't tell a lie to his father, is proven from old records, to have made a false report of his property valuation for taxation purposes. It is true that not all business men are above watering their capitalization. But the conditions are such nowadays that the man who might be willing to sell his neighbor a little watered stock, or to allow the insurance companies to pay an excessive price for property destroyed by fire, certainly cannot afford to fool himself, and it is his duty to know accurately just what property he possesses, and what it is worth.

The increasing demand for such knowledge has with the past few years developed the new trade or profession of expert appraiser, and at the present time there are several hundreds of persons engaged therein. Public auditors and accountants engage

those of established reputation to verify plant values in making audits, or in establishing a basis for sales or combinations. In many of the recent combinations the distribution of stock has been largely determined by the valuations of these expert appraisers. For insurance purposes, those who have had disinterested appraisements, and who have followed them in the distribution of their insurance, have been able to settle their losses without friction, and without the heart-breaking delay that frequently means a much greater loss to the manufacturer than the destruction of the property itself. The insurance adjusters, who at first questioned the disinterestedness of the outside appraisers, have come to welcome their valuation reports, and to assume that they are correct.

The coinsurance clause, which applies to the greater part of the insurance on factories, now in effect, makes it imperative that the assured shall be able to prove that he is carrying enough insurance to release him from liability as a coinsurer, and this policy condition has greatly stimulated the demand for expert plant valuations.

#### Method of Placing Insurance.

In conversation with a high official of an old-line insurance company recently, I made the suggestion that the method of placing insurance that would be fairest to all concerned, would be for the companies, before accepting a risk, to require the assured to furnish a disinterested appraisal, which should be submitted to the insurance companies as the valuation basis for the insurance, to be written thereon. If the insurable value should amount to \$100,000, the companies would cover that amount of insurance on the property, in a valued policy, which would mean a promise to pay \$100,000 in case of total destruction. In this connection, it should be a part of the arrangement that all additions, deductions and changes in the plant should be reported to the appraiser, who should have the responsibility of making frequent inspections of the property to check up such changes. In the event of fire the appraiser should compile the record of loss, which should be accepted in advance, under rights of appeal that should safeguard the interests of both parties. This would eliminate the expensive adjustment departments and would enable the assured to have a constantly perfect record that would enable him at slight expense, to prove his loss at an hour's notice.

The insurance official acknowledged that this would be an excellent plan if the honest and ability of the appraisers could be assured, and this suggestion I believe to be worth the serious consideration of insurance officials and the large buyers of insurance.

#### Questions Determined by Appraiser.

The manager of a successful manufacturing plant usually finds he has enough to do to attend to his regular organization. The making and marketing of his product present problems that are never completely solved. Perhaps the manager leaves to the judgment of a minor official the most important matter of preparing insurance forms, and placing the insurance that is intended to protect his property. Perhaps he tells the bookkeeper to charge off an average percentage of so much a year from the original cost of the plant, for depreciation. It is not strange if the two items of insurance and depreciation are not handled by the factory manager personally, that a time and a situation arrives when he wishes he had given his careful, personal attention thereto. An expert appraiser would have put him in touch with the values of his property from every point of view.

He could know, for example, the exact amount, and the total value of the belting in his plant, or on a given floor, or connected to a given machine; and he could act advisedly on all questions connected with the placing of insurance. If he is so fortunate as to have a blanket policy, the whole question of proof of fire loss is up to him; if his insurance specifies a certain amount on buildings, and a certain amount on equipment, he can determine the exact amount of insurance to write on each of these subdivisions, to fully cover, and still not over-insure on either subdivision. If the insurance is specific for each building and its contents; if the insurance form covers elevators, plumbing, piping, electric wiring, boilers, main shafting, and other items, with the building construction, at a lower premium rate than the other equipment; if there is a separate ownership of the different parts of the plant—these and many other insurance

questions can be quickly and certainly determined by the appraiser.

#### Reproduction Cost Determined.

In the event of fire, the plant manager has the right, without an additional charge for services, to call upon the expert appraiser to check over the appraisal report, to ascertain just what has been destroyed, what the cost of new reproduction would be, and what the depreciation, based on the condition of the plant at the time of the fire. The first word of the insurance adjusters to the plant manager is, "Furnish us an inventory." The appraisal, followed by the check-over after the fire, covers all the ground required by the insurance policy conditions, and gives a great deal more information concerning the loss than the adjuster is accustomed to. The adjuster, when he has taken a glance through the proof of loss thus furnished, when he has tested it in minor details, makes up his mind that there is nothing for him to do but pay the loss, and that is the pleasant duty which he then proceeds to perform.

#### Age Rate Depreciation False.

It may be that the factory manager—I wonder if there are any such present—has a plant, the original cost of which he knows to a cent, that has been in operation ten years, upon which an annual rate of depreciation of from 8 to 10 per cent. has been applied, and which consequently, at a given time, stands on the books with a depreciation of from 40 to 50 per cent. At the same time, all repairs and betterments have been charged to expense. Since the original construction of the plant, the cost of new reproduction (as has been experienced in the past few years) may have increased materially—enough, in fact, to practically offset the depreciation on the age rate basis, while at the same time the repairs and betterments have gone a long way towards keeping the plant in effective condition.

Without wishing to upset any of the time-honored traditions of manufacturers or their accountant advisers, I will assert that if one wishes to know the value of a plant, to a going concern, he should get completely away from the delusive and scientifically inaccurate "age rate" of depreciation. In the absence of specific knowledge of conditions in the plant, the age rate might possibly be used as an approximation. Everyone knows that at some time in the future, he will be obliged to rebuild his plant, because it will either become worn out, or changing conditions in the trade will make the buildings and equipment obsolete and useless as a manufacturing plant. But the realization of this fact does not justify the sole consideration of age or length of service in the determination of depreciation. Whether the rate per year be 2 or 20 per cent., the result will in time show the fallacy of applying the age rate, if it is desired to know the time value of the plant as a going concern at any given time.

May it not be asked whether those who have applied the age rate of depreciation have not attempted to use it to solve two distinct problems, and whether they have not fallen short of solving either of them. The starting point in the settlement of a fire loss is the cost of new reproduction at the time of the fire. Who does not know buildings or machines that would cost much more now than when they were constructed or purchased—which after years of use are as valuable, or more valuable, from every point of view as when fresh from the factory. The insurance companies will settle with you, upon proper proof, on the basis of the new cost value at the time of the fire, "less depreciation however caused," and if you have a specific depreciation based on condition, after an expert investigation of the conditions, no purely theoretical dictum, not based on a specific knowledge of the condition of the property destroyed, can stand for a moment against your specific knowledge, as compiled and recorded by a disinterested expert. The expert appraiser tells you the new cost of reproduction, the depreciation, and the resultant remainder, which is the actual asset value to a going concern; and from this may be deducted the excavation, foundations, underground pipe, and other features which may not be destructible. As insurance companies pay only for property destroyed, there can be no good reason for covering with insurance property that is practically indestructible.

The accountant who learned age depreciation at his mother's knee is doubtless correct in arguing

that in the course of time the plant must become ineffective. The expert valuation shows what a live plant is worth. Nobody knows the value of a dead plant until he has received an offer for it from someone who wants it. So the accountant theorizes, and perhaps creates a sinking fund to enable the rebuilding of the plant after a term of years. What more tangible basis for such theorizing than an appraisal made in complete detail of a live plant, on the basis of the value of a going plant, now? From such a valuation the accountant can carry his theories to a result that will at least have for its foundation an exact and scientific starting point. As this discussion does not cover questions of accountancy, we cannot take the time to argue such questions now.

#### Importance of Technical Description.

The most important duty of the disinterested appraiser is to know, and to set down in terms that can be read and understood by anyone, just what he is appraising. In other words, it is of the highest importance that the appraiser should correctly describe the item which is to be valued. The principal fault of the home-made inventory is its lack of technical description; and the most important lesson to be learned, by the would-be expert, is to carry to the written page an exact word-picture of the machine or other article to be described. Too much stress cannot be laid on this requirement. If an appraiser sees a machinist's lathe which in his opinion is worth \$500, and writes down "One lathe, \$500," he fails in recognition of the importance of making a record that shall be in itself complete. As it is, his eye sees the lathe, his brain perhaps receives an impression of all the facts which go to make up the lathe itself—the swing, the length of bed, the special attachments, the countershaft—and knowing all these features, he advisedly places a \$500 valuation on the lathe. But as a record, his simple "One lathe, \$500" should have been amplified so as to include the details of all the essential points of the lathe, including the manufacturers' catalogue description, and sizes of different parts.

Only thus can the record be made to carry the knowledge to a disinterested person that is necessary in proving a fire loss, or in making a direct connection between the article itself and the value assigned to it. Give a correct technical description, and the value is easily obtained, not only at the time of the view by the appraiser, but at any time thereafter, perhaps when the machine itself may be part of a heap of smoking ruins, after a conflagration. Then, if ever, is it necessary to have at quick command the most accurate knowledge concerning the property destroyed. The information that may have cost a few hundreds of dollars, will then be worth many times its cost.

#### Values From Three Points of View.

The scientific plant appraisal treats the question of value from at least three points of view, thus affording a consistent valuation, useful for all practical purposes. The first of these valuations shows in detail the new cost of reproduction at the time of the appraisal; the second shows the present value, after deducting depreciation, and the third shows the insurable value, in obtaining which uninsurable or indestructible portions are eliminated. The fact that insurance companies are accustomed to start fire loss estimates from the new-cost value, makes it imperative that an appraisal for insurance purposes should show the new cost of the plant, and this should be given in detail; so that if there should be great variation in values, the appraisal will show that fact. That is, it should show kinds, quantities and values, and if values have in the meantime gone up or down, the description will be sufficient to determine what is a correct price at any future time. There are many reasons, also, for using the new-cost basis for appraisements for other than insurance purposes. In determining book values from such an appraisal, an accountant should of course consider the question whether the costs of buildings and equipment at that time are normal or abnormal. Many manufacturers at the present time, consider that the prevailing values are abnormally high, and see fit, for book valuation purposes, to discount them to a point where an average worth will be shown.

In St. Louis, during the World's Fair, one manager I know, had his buildings valued at the prevailing high building rates, and immediately after the close of the fair, reduced his values to normal figures



again. He would undoubtedly have been entitled to the excessive valuation if his plant had suffered a fire loss while those abnormal values prevailed.

#### Classifications in a Plant.

In making an expert appraisal of a plant, the ground should first be mapped, and the buildings or structures designated by letters or numbers by which they are to be known throughout the work, which is apportioned to three or more experts, in accordance with their respective abilities. There are from fifteen to thirty classifications in an ordinary manufacturing plant, a list of those which may be used being as follows:

Construction of buildings; power plant machinery; power driven machinery; electrical generating and power machinery; hand and foot power machinery; furnaces and forges; cranes and hoists; power transmission; tanks and vats (those with agitators or other mechanical equipment to be included in machinery classifications); standard tools; special tools, jigs, dies and fixtures; pipe and fittings (plumbing, heating and gas pipe usually being placed with building construction, and insured therewith); steam and water pipes going in with equipment summaries; underground pipe of all kinds (included to show asset value, but afterwards deducted in insurance statement as indestructible); galvanized iron pipe; blower, exhaust and heating systems; sprinkler system; telephone system; electric clock and watchmen's systems; fire apparatus; laboratory apparatus; electric power and light wiring; plating apparatus; foundry tools; foundry patterns, flasks and follow boards; trucks; scales; baskets; tramways and railroad tracks; horses; wagons and stable equipment; benches, tables, racks and cupboards; office furniture and fixtures; plans and drawings; kitchen utensils; miscellaneous tools and effects.

For special industries there would of course be a number of special classifications justified by the specialization of equipment required in the conduct of their business. The building construction appraiser finds his work subdivided into the following general classifications: Excavation; building foundations; machine foundations; masonry; cut stone; iron construction; wood construction; windows, doors and interior finish; stairs; partitions; plumbing, heating and gas pipes; roofing; painting and whitewashing; architects' fees.

#### Duties of Building Appraiser.

The building appraiser takes measurements and makes computations of the number of yards of excavation, the number of cords or perch of foundation stone, the number of thousand of brick, the pounds or pieces of iron construction, the number of thousands of feet of timber and lumber, and so on through the entire list, until he has made a list showing descriptions of all materials, with the quantities, and what the materials are worth, as installed in the building where he finds them. The values are placed after careful local investigation of the cost of materials and of the labor necessary in installation. He examines every part of the building while he is taking measurements, to ascertain the condition, and places average depreciations on each classification, based on his judgment after such careful examination. On a building that may have been in use for years, there may have recently been placed a new roof, so that the depreciation on "roofing" would be zero. On the other hand, the floors may have been subjected to especially hard usage by trucks or heavy work, thus making the wood construction show an average of say thirty per cent. depreciation. The concrete and masonry foundations may show no depreciation. Condition being the consideration, the appraiser depreciates on his judgment as to specific items. He also makes separations of building construction items, by floors, so that in the event of fire it will be possible, with little effort, to determine just what items of building construction have been destroyed.

#### Duties of Machinery Appraiser.

The machinery appraiser need not necessarily be familiar with the manufacturing processes of the plant he is assigned to appraise. It is essential, however, that he should have familiarity with the technical or catalogue descriptions of the machines he is to inventory and appraise, or possess the ability to find out just how they should be described. If he is not already posted as to their values, a personal interview or letter addressed to the manufacturer will gain the desired information as to what a similar machine would cost new, at

the present time; and after an examination of the condition of the machine, he assigns a percentage of depreciation to each machine.

#### Appraisal of Minor Classifications.

Appraisers assigned to the minor classifications make a complete canvass of the plant for each separate classification. Doing one thing at a time, the appraiser does not get confused. Going over the plant for the tenth classification, he discovers items that he may have omitted on his second time around, and inserts the omitted item in its proper place. Not even expert appraisers are infallible, but by the systematic method described the omissions could not amount to more than a fraction of one per cent. on the plant as a whole. Two absolutely independent appraisements I know of, made of two plants worth approximately three-quarters of a million dollars, showed less than one per cent. difference in the new-cost values, and less than three per cent. difference in the depreciated valuations.

Special tools, jigs, dies and fixtures require appraisers with practical experience in making such tools. Standard tools, shafting, pulleys and belting, may easily be learned by any bright young man. Electrical equipment, pipe and fittings, and all the rest of the classifications require more or less familiarity with mechanics, in listing and appraising; but the best equipment of the appraiser is a liberal endowment of common sense. He adds to his listing, estimates of average depreciations of minor classifications by buildings.

#### Summarizing.

Then the office work follows, in which values are checked, extensions are made and checked, and



CHARLES A. KERBER  
(Kerber Packing Co., Elgin, Ill.),  
Ex-Director of the Association.

after typewriting and comparing of figures, the summaries are made up. The mass of information would be of little value without intelligent summarizing; the summaries are made to show totals by classifications for the entire plant, and by classifications for each building; and an insurance statement which shows exactly the amount of insurance to place on each building and its contents. A most important service performed by this summary is that by following it, a manufacturer can comply exactly with the co-insurance clause, and can distribute his insurance so as to avoid over- or under-insurance on any part of the plant.

In many instances the factory appraisement is verified by complete factory plans, comprising:

First—A general map showing street and property lines; the respective sizes and locations of the buildings, and their uses; the underground sewer water, gas and other pipe; the railway and tramway tracks; the fire hydrants; and all other features pertaining to the plant as a whole.

Second—Floors plans locating all machinery and giving the names and numbers of machines to correspond with the names and numbers of the appraisal book; also sometimes showing bins, benches, work tables and racks.

Third—Cross-sections and elevations of buildings,

intended to serve in case of a desired reproduction of the plant, as well as to verify the piecebills of materials used in the construction of buildings.

#### Care in Real Estate Valuations.

The value of land connected with manufacturing property is one of the most interesting problems the expert appraiser has to deal with. An appraisal of buildings or machinery can be checked, by comparison with prevailing market values. But, owing to the lack of adequate data, the value of real estate, more than any other property, is based on individual opinion and judgment. So in getting at the worth of land, the appraiser should secure at least three independent kinds of opinions. The banker or money-lender, because of his natural bias, will give conservative values—he is looking for good security for his money. The real estate operator is interested in high prices, because if he makes a sale his commissions would be consequently higher; hence he likes to see things boom, and will be likely to quote top-notch prices to inquirers. The owner of adjoining property, used for comparatively similar purposes, may be either a bull or a bear. If he wants to sell out he is a bull, and if he wants to add to his land holdings he is a bear.

It is astonishing to see what wide divergence exists in the views of these different classes of business men; and sometimes it is difficult to secure reliable information from any of these sources. The haphazard taxation methods prevalent in all parts of the country make the assessment records misleading and absolutely valueless. The best criterion of all is the knowledge to be gained from actual sales in the vicinity of the property to be valued.

An owner is taking large chances if he places the valuation of land in the hands of less than from three to five men, representing all the abilities suggested herein. And even then, as in the case of the real estate valuation committee reports in some of the large cities of the country, it is very difficult to find men with the knowledge of conditions in all parts of a city. One real estate operator may know all about lots in a certain section of the city, while another one may be familiar with down-town business property, but their business experience may have been such that neither of these men has any real knowledge of manufacturing property valuations, even in the city where he is believed to be an authority on real estate values. One cannot be too careful in acceptance of real estate appraisements, and the more information he can get, from the largest number of available sources, the more likely is he to be able to get accurate information as to land values.

There are many questions connected with plant valuations that may be regarded as worthy of discussion by the members of the American Meat Packers' Association. If this paper shall have the effect of creating a better understanding among the association's members as to the importance of accurate, up-to-date plant valuations, I shall be very glad indeed.

THE PRESIDENT: In introducing the next speaker, I will say that in view of the fact of having so many subjects for discussion, some of the gentlemen made application to withdraw the papers they had prepared and asked to be excused from reading them, but they will be printed and will appear in the official organ of the Association, THE NATIONAL PROVISIONER. There is one paper yet to be read, which will be brief, and after that will come the inning for the associate members. That, gentlemen, will perhaps be one of the most interesting features of this convention. We want to give the associate members who have been so kind to join with us in this great organization a chance to be heard in the councils of this convention, and I hope you will all remain here. The discussion will be interesting, no doubt, and full of information to us all. The next subject is entitled "Electrical Application to the Packinghouse Industry," by Mr. George Brill, of Chicago, none more qualified to place that subject before you.

(Mr. George Brill then read said paper, which will be found on page 89.)

THE PRESIDENT: Now, gentlemen, the next in order is to hear from our associate members, and I will have to beg your indulgence and impose somewhat upon your generosity and good feelings for the chairman. I have endeavored to be as pleasant as possible during the sessions of the con-

vention, but now the time we have admonishes that the chairman must be most arbitrary with regard to time. The time set for each speaker is five minutes, and I hope the gentlemen who address you will adjust themselves to the situation. In view of the fact that one of the members says he will not occupy the five minutes, in order that you may have a good example, I will call upon Mr. Charles C. Schmidt, of Cincinnati, of the Cincinnati Butchers' Supply Company.

#### Cincinnati Butchers' Supply Company.

MR. CHARLES C. SCHMIDT: Mr. Chairman, and members of the American Meat Packers' Association, your chairman, in his address of welcome yesterday, said that in this assembly there would be all nationalities represented. In Cincinnati we are mostly Germans, and we brought up a whole trainload of members. Now our president also made the remark yesterday that he was in the pork business all his life, but he was no hog. That meant, in plain English, that we in Cincinnati live, and we let live. Doctor Good told you yesterday about the inspection of hogs in Berlin. I was in Berlin last year. If you gentlemen were to kill hogs as they kill hogs there you could not afford to be here to-day.

But here is where American genius comes in, and the Cincinnati Butchers' Supply Company, with their Boss machines. We hoist the hogs onto the bleeding rail, and we have just invented a new hoist that has one continuous track from the bleeding rail down to the end of the hoist. The hog is slid up there, and by his own weight slides onto the bleeding rail, without a jerk or jar or a miss. When the hog is scalded, we do like anybody else, throw it out, and we run it through the Boss Hog Scraper. The Boss Hog Scraper is like the old-time tested scrapers which you gentlemen will see to-morrow at the yards in the plants of the large packers. Steel and iron have proved the only materials which for any length of time have withstood the heavy and constant strain of scraping thousands of hogs daily.

All this work of ours is done on the level with the top of the scalding tub. After the hog is scraped we give it that new kind of work that they used to call cleaning. Now it is called polishing. Everybody likes to be polished nowadays, and we have to polish our hogs. After the hog is gamboled, the hog is hung onto the rail. Here is where we have got the Boss hanger, a steel hanger that has a cramped foot and a cramped back, and is a very stiff instrument. After we have the hog on the rail we can switch him anywhere, and using the Boss switch we have a switch that is safe. On the rail you can run the hogs to the cold storage. We furnish cold storage doors and small roller doors, and after you take your hogs out of the cold storage room and have them cut up we furnish you all the necessary tools to do it. We can furnish you an instrument to skin the hog. After you have the hog cut up, the next work is to make sausage, and the best machines to make sausage are the Boss Meat Cutter and Boss Mixer. Whenever you want a machine that you can rely on to do your work, I advise you to use a Boss machine.

We would like to have a crowd of you gentlemen go with us to Cincinnati and see some of our Boss machines in operation. Our chairman will be only too glad to see you in his home and introduce you to his loving cup. (Applause.)

THE PRESIDENT: We will now hear from the Allbright-Nell Company of Chicago. There does not seem to be anyone representing them present.

Is there anyone present representing the Hydraulic Press Belt Manufacturing Company, of Mt. Gilead, Ohio? Gentlemen, I have the pleasure of introducing to you Mr. H. G. Dumont, of Mt. Gilead, Ohio, representing the Hydraulic Press Belt Manufacturing Company.

#### Hydraulic Press Manufacturing Company.

MR. H. G. DUMONT: Gentlemen, the Hydraulic Press Manufacturing Company of Mt. Gilead, Ohio, was started some 25 years

ago by a small coterie of men who, I presume, you would term farmers, and being associated with people of a farming community, what was more natural than that they should confine their attention to supplying something which would be of benefit to the farming community? As a result of their efforts a hydraulic cider press was built. Since that time we have placed all over the world probably 15,000 cider presses, but the cider press business is of no interest to you perhaps. Shortly after our organization we were visited with a fire and our plant was practically destroyed, but having created such a demand for our goods, the plant was rebuilt upon a larger and more extensive scale than had ever entered the minds of the promoters. Today, while located in a very small town, we feel a pardonable pride in stating that we have the largest hydraulic press manufacturing plant in the world. We build anything in the hydraulic line, tank presses, grease presses, filter presses, scrap presses, oleo presses, and anything in which the packing community is interested. We should always be glad to hear from you when you are in need of anything in our line. We have a number of our catalogs here, and if any of you would like to look over our line, I would be glad to have you do so.

THE PRESIDENT: It affords me great pleasure to introduce to you a gentleman who is a pioneer in his line of business, General O. P. Hurford, of the O. P. Hurford Company, Chicago, Ill.

(Mr. Hurford's address will appear in a later issue of THE NATIONAL PROVISIONER.)

THE PRESIDENT: There is a gentleman here who has a subject that will occupy about two minutes, and it is intensely interesting. He will tell you the manner in which hogs can be identified, and we think it is very useful for the trade to know this; Mr. George W. Stewart, of Hamilton County, Ohio.

#### A Plan to Identify Animals.

MR. STEWART: Mr. President and gentlemen, I have gone to a little time and trouble to try to devise means whereby hogs and other animals can be identified, no matter where they go. I have had a device made and have it with me. I did not know whether it would be proper to bring before the convention the whole hog or not, but I have certainly brought part of it. I have two ears with me, already tagged.

As the President said yesterday, the Government and Mr. Roosevelt are out for a square deal, and we would like to hold the President to his word, and see that the pork packers of this country get a square deal in the matter of condemning stock. If any line of business sends out goods that are defective, what is the consequence? They are not paid for or allowances are made, but with the packers it is not so. The farmer, who, in many instances, is at fault in producing defective animals, at many times sends to the market such animals, as he knows are diseased, simply to bring the market price and go home with the cash in his pocket, and leaves Mr. Packer to stand the brunt of the loss.

We had in Cincinnati the misfortune to go into the yards and buy 132 head of hogs as fine as ever walked on four feet. They came from a farm at Boston, Indiana. We paid the highest market price for those hogs, and as the records will show, after the post mortem examination, 96 were sent to the grease tank for lard and the remainder were used for food. Who stood that loss? Were the animals for which we paid first class?

Mr. Roosevelt says "We stand for a square deal." Who deserved a square deal more than the innocent purchaser of such defective stock? I believe that this association should take the matter up and have it brought before the Government authorities to place those losses where they belong and apportion them according to the value of the carcass after it has been condemned. There has been a great deal of discussion, by different authorities, to the effect that you could not tell which stock was yours. You mixed them up, it is true, but they have put the packers of this country to the expense of millions of dollars to pre-

pare for this Inspection Law. Why not put Mr. Stockraiser, Mr. Farmer to a little expense and time to mark his stock, as we packers must mark our goods? (Applause.)

I have here, gentlemen—mind you, I am not selling this; I am connected with a pork packing firm of Cincinnati—I have a device whereby you can tag your hog. The hog does not need to be tagged in its infancy, but can be tagged upon its being placed on the market. When a man gets ready to sell his hogs, no matter whether he sells the hogs to the slaughterer, to the stock buyer or who he may be, then is the time to tag that hog and let him be paid only a proportion of the actual cost to him. If that hog does not pass the inspection, let the loss fall on the man who raised and produced that defective animal. Here is one ear tag. You can take that and identify that animal. If any of you want to see it, I will pass it around. You cannot remove it. It is impossible. It is there to stay. (Applause.)

(President Ryan then called upon the representative of the Standard Paint Company of New York and the representative of the National Ammonia Company, of St. Louis, neither of whom responded.)

THE PRESIDENT: I will now call on Mr. Van Winkle, of the Hartford City Paper Co., Hartford City, Ind.

#### Hartford City Paper Company.

MR. VAN WINKLE: Gentlemen, I am reminded of a story of a man who, a few years ago in Kansas, was little known, but it was known that he belonged to a peculiar religious sect. After his death they took him into a little church and awaited the arrival of the pastor from his own church to preach his funeral sermon. After waiting some time, the pastor failing to appear, one of the members of the congregation suggested that if no one had anything to say in regard to the virtues of the dead man, that he would like to talk to them a little while on the free silver question. Now I don't want to talk to you about free silver, but I want to talk to you about the paper we are manufacturing, designed especially for the use of the packer.

Our German friend from Cincinnati told you of the great work of the Boss machines, but he did not tell you he could wrap it up. That is what we can do for you. We can give you the best inside or outside ham wrapper that the market produces. We can, in addition to that, give you the best non-absorbent and the best absorbing paper that the market produces. We have this paper on hand in room 120. We did not bring enough to carry us through three States, but we brought enough cigars to furnish every member of the association, which will be found in room 120. We have a ham in that room which was wrapped with one single sheet of our wrapper on the 7th of September, 1907. You can handle that ham with kid gloves without soiling them, although the skin is entirely removed from the ham.

(The President then called upon the representatives of the Sterne & Son Company, of Chicago, who did not respond.)

(The President then called upon the representative of the Gifford-Wood Company, of Hudson, New York, and the representative of the Pacific Coast Borax Company, of New York, who did not respond.)

(The President then called upon the representative of the Fred K. Higbie Company, Chicago, Mr. McLaughlin responding.)

MR. McLAUGHLIN: Gentlemen, in addressing you on behalf of the Fred K. Higbie Company, I wish to repeat a very pretty compliment paid us yesterday by one of the out-of-town members. He said it afforded him very great pleasure to meet and know the Marshall Field of the packinghouse supply business, the Fred K. Higbie Company. This company is located in the heart of the packing industry, and we are in a position at all times to give you everything in the way of supplies that are strictly up to date and our deliveries are better than you can get anywhere else. Mr. Wayland is in charge of our cordage department; Mr. Higbie, Mr. Price



and myself will talk to you about different commodities in the packinghouse supplies, and Mr. Church, who is representing the electric truck, would like to talk to you on his specialty. I trust you will all give us a visit between now and the close of the convention.

(The President next called upon the North American Provision Company, represented by Mr. Schwabacher.)

#### Mr. Schwabacher on Pork Packing.

MR. SCHWABACHER: Gentlemen, you all know what we are. As long as hogs are killed and made into ribs and lard, there will be slack tierces and sour sides, but my purpose is to try and show how you can have as few of these as possible. It has come to be a common fallacy that the warehouseman could get his money a great deal more honestly if he took a mask and a pistol and relieved his victims of their watches and pocket books, without the formality of making out bills for cooerage and short weights, but if you will trace the trouble back to the fountain head, you will see that, like charity, it begins at home.

It is only natural that if you put some butter on a hot stove, it will melt. Everyone admits that, and yet you seem to think that lard will not.

How many of you draw your lard off at from 130 deg. to 150 deg. and then leave it to stand in the tank room, or else roll it into a refrigerator car, seal the car door, and then ship it 1,000 miles or so. When you kill hogs, you give the meat a chance to get cool, but, of course, lard is different and does not need cooling.

Then again, how many of you buy green cooerage, have one of your No. 2 butchers nail the bilge hoop, then pour in the lard, put in the vent, and ship it off. Some packers not only use seasoned cooerage, but they cooer every tierce before and after filling. Of course this takes time and money—but it pays you. Better pay 10c. per tierce to cooer than pay 25c. per tierce for shrinkage.

Coopering slack lard is a long and expensive job. If the oil has gotten under the hoops, it means taking off every hoop, sanding the tierce and then replacing the hoops. Even a good cooer can only work at the rate of about 30 tierces a day and his salary is \$3.00. Figure on a lot where about 200 of the tierces are slack and see how far \$20.00 or \$25.00 goes.

Now to go back a bit, suppose the lard is loaded hot in a refrigerator car. Do you suppose the ton or two of ice in the bunkers has power enough to subdue the heat here arising from all that lard? It is better if you have to ship hot lard to load it in a common box car. It'll cool to the level of the outside temperature then.

As to the rib side of the game, there is not much to be said. Don't crowd your chill room, and be careful to follow the regulations of the Board of Trade as to cut, etc. In connection with this, a word about saltage, and how it is determined, might not be inappropriate. When the Board of Trade weigh in a car, the weigher selects what looks to him like the average truckload. This is weighed, and then the salt is swept off, each piece separately, and it is weighed again, the difference in the weight determining the saltage.

In the book containing the rules and regulations of the Board of Trade will be found all the requirements of the Board of Trade as to the cutting and packing of hog products. As you all probably know, the Board inspection is even more severe than that of the Government, but follow the book, copies of which may always be had from the Secretary of the Board, and you will save yourself many rejections.

In conclusion, again let me say that we are not burglars, and that many times we do not exact the pound of flesh that is due, but we are satisfied with 15 ounces. If you do your share you will find that we are willing to come more than half way, and the day may even come when the meat will gain instead of shrinking and the cooerage charge will become a myth.

THE PRESIDENT: The Myles Salt Company, New Orleans.

MR. M. F. MYLES: Gentlemen, I am proud of having the privilege of making a short talk. Your souls are brave, and your hearts are pure, and I hope so is your lard. There has been a good deal of talk in reference to the hog. The hog is a much abused animal. I heard of a gentleman who went to Cincinnati and bought a drove of hogs, and he took those hogs back to town and sold them for the same price he gave. Somebody said to him, "You didn't make anything on those hogs." "Yes, I did." "What did you make?" "I made the company of those damn hogs to Cincinnati." I wish to say that to make good bacon and good meat you must have pure salt. I am manufacturing or mining the purest rock salt in the world, in Louisiana.

The Fred K. Higbie Company of this town are my able representatives. They will be glad to give you particulars at any time, and deliver prices at your place of business. At all times our agent, the Higbie Company, will be most happy to give you any information about our salt. The use of salt is world-wide. It was once used as a covenant, and at all times, in Egypt, the eating of salt is a token of amity and friendship, and I hope that anyone who eats my salt on your meat will forever be your friend.

THE PRESIDENT: Wagner Refining Co., Cincinnati. Is that company represented?

COL. HENRY WAGNER: Mr. Chairman and gentlemen, you have heard what the President has said—"five minutes, Wagner." I had prepared an article that I know was very interesting to all the packers and slaughterers as well as the renderers of this country, but it would take three times five minutes to explain that subject and thoroughly interest you, so I will turn it over to the printers and let them print it, so that you can read it.

(This article will appear later.)

THE PRESIDENT: There is a gentleman here from the Armstrong Cork Company who was not present a short time ago when I called that company's name, Mr. Young.

#### The Armstrong Cork Company.

MR. YOUNG: Mr. Chairman, I want to thank you for the privilege of being allowed to address you. I suppose most all of you are familiar with the progress that has been made during the last six years with cork board insulation. About six or seven years ago there were a few hundred thousand feet of cork board disposed of in a year. This business has grown to such large proportions within the past five years that we have supplied to Swift & Company alone something like 5,000,000 square feet, board measure, nonpareil cork and other cork board. We have done lots of work for other packers, Nelson Morris, Schwarzschild & Sulzberger and some for Armour & Company. We are now finishing a large lot of work for the Rolff Packing Company, of Cincinnati, the model packing plant erected in New York City, the New York Butchers' Dressed Meat Company, one of our large installations. During the past year we have also insulated several of the large plants on the other side.

There are a few points that all of you should consider thoroughly when you buy insulation. The general scheme has been to put a large ice machine in the plant and let that do the work regardless of insulation. Now, all men interested in refrigeration are figuring what kind of insulation can we get that will take up the least room, last the longest and require the least amount of refrigeration to chill the rooms to the temperatures desired. I think if you will all look into the matter very carefully and examine it very exhaustively you will find that cork board insulation has attained this object.

Insulation in a storage plant or any kind of a refrigerator room is nothing more or less than a condenser, a condenser between the inside and outside temperatures and the difference in pressure. It is advisable to choose the insulation that will not absorb moisture and that consequently will retain its original efficiency as long as it is installed. The cork insulation has no capillary attraction, consequently it will not absorb moisture.

By very exhaustive tests made scientifically, which have totaled something like \$30,000 in cost, these tests having been made at the Massachusetts Institute of Technology, Boston, at the old testing plant of the Nonpareil Cork Company, Bridgeport, Conn.; Beaver Falls and Pittsburg, it was shown conclusively that cork, inch for inch, is the best practical non-conductor of heat that can be bought as an insulating material. One of the features that has been coming up within the last three years is to devise insulation that will be fireproof, therefore lowering the rate of insurance on the building insulated.

We have gone into this matter very carefully, and we now have a construction whereby the cork board is erected in cement plaster. In the September issue of a refrigeration publication there was quite a lengthy article on the fire of the Zoller Packing Company of Allegheny City. The first picture shows the walls of the plant, and the pictures on the inside of the sheet show the interior of the rooms after a very hot fire. The pictures on the interior show that the fire was so hot that the iron girders were spread and warped, whereas in many places the plaster is still remaining on the cork, and in a very few instances the cork only burnt through the first layer. This construction was 2 inches of cork set against brick layers in cement. The second course was set against the first course in cement, the interior surface finished with cement plaster. The result of this is the retaining of the walls after the fire. In this case the cork board acted as a non-conductor of heat to the walls and thereby saved the bond in the bricks from disintegrating and dioxidizing, so that the outer walls, I am told, are going to remain, and they will be used in the rebuilding of the plant by the sanction of the Board of Fire Underwriters.

We have the French room at the other end of the hall, where there is always something doing, and we will be glad to go into details of construction and any other points you may desire. When our plant is completed, during the coming year, we will be able to supply about 50,000,000 board measure.

#### Papers Not Read During the Sessions.

THE PRESIDENT: Gentlemen, I desire to say in concluding the addresses, the papers, and the literary work of the convention, that there have been prepared to be read here several very valuable papers, and in view of the fact that we have been so limited as to time, the authors of these papers have requested that they be not called upon to read them. But they will appear in the records and in the official organ, The National Provisioner, so that not a single word that has been written for the information or education of the members of the association will be lost.

The following papers are the ones referred to and they will be found in later issues of The National Provisioner:

"Fire Insurance as Relating to Packinghouse Properties." By C. Ward Seabury, of Marsh & McLennan, Chicago.

"Packinghouse Construction." By C. H. A. Wannewetsch, of Wannewetsch & Co., Buffalo.

"Packinghouse Brokerage." By Arthur Dyer, of Wessells & Dyer, New York.

#### Thanks to Our Chicago Hosts.

THE PRESIDENT: The next business that comes before us, gentlemen, is a very pleasant and agreeable one. It is always a nice thing to give honor where honor is due. It is one of the highest proprieties of life to show your appreciation for any great favor that has been done you; and while we may be lacking in some qualifications, I do not think that there is any member of this National Association that is lacking in that which constitutes the true gentleman—courtesy and politeness and gratitude for favors shown. We, therefore, desire to move a vote of thanks to the Chicago members of our association for the kindness, the courtesy, the cordiality and the consideration with which they have re-

ceived us. (Applause.) (A motion to that effect was adopted.)

And another motion would be in order, to thank the Committee on Reception, that have labored so indefatigably for our comfort. I think they have done for us good work. (A motion to that effect was adopted.)

**THE PRESIDENT:** Now, gentlemen, we have gone through the work assigned us in this convention. This will close the business session here this afternoon; and at this moment, gentlemen, I desire to thank you one and all very sincerely for your kind indulgence and forbearance during the last two days, which assisted your chairman materially in the conduct of the business.

It will be a sweet memory to me in life, and a satisfaction to know if my humble efforts in any way have contributed to the success of the American Meat Packers' Association.

I do not know what may be the limit of my years. In the natural order of things they may not be many. While I live I will be with you. And when the last moment comes and I am called on to answer to that call, if, as it is said, the disembodied spirits of the good fellows here in this world are permitted to return to the places they loved most on earth, then my spirit, if not my body, will be with you in your future counsels. (Prolonged applause.)

#### The Patriotic Finale.

And now, gentlemen, as we are all good American citizens and take a pride in our country, the first and the last patriotic act on occasions of this sort should be to pay a tribute to that grand old banner, that dear old flag that waves over this great United States of America, the grandest, noblest nation on earth. (Applause.) And I would ask some gentleman, the moment this convention is adjourned, to strike up a bar or two of that anthem that stirs the hearts of Americans in every land, "The Star Spangled Banner." (Applause.)

Gentlemen, the convention is adjourned.

Thereupon, the entire assembly standing, with the national flag raised before them, the members all joined in singing the first stanza of "The Star Spangled Banner," accompanied by the orchestra.

### THE BANQUET

The Association was tendered a banquet by the Chicago members at the Auditorium Annex on Tuesday evening, following the final adjournment of the convention. It was probably the finest banquet ever given in Chicago. It was certainly the most unique and delightful. It was a dinner in the Old English style, and was very appropriately served in the Elizabethan Room of the hotel.

The great new banquet hall was decorated in appropriate fashion and over 400 sat down to the feast. At a long guest table on a raised dais along one side of the hall sat the toastmaster, the officers of the Association and the special guests. The rest of the party were seated at round tables accommodating six each. The menu was typical of the Old English style, simple and hearty. A heavy soup, a roast fish, the great joints of beef and mutton, washed down with musty ale, the real Old English plum pudding blazing with burning brandy, and lastly the walnuts and the wine.

The dinner was served in the fashion of the period. First a fanfare of trumpets announced the procession of red-coated servitors bearing the roast, the boar's head and the great cheddar cheese aloft on wooden platters. When the time came for the roast there was another procession of waiting men, pushing wooden barrows bearing the great joints of prime beef and mutton, followed by a long line of white capped and white gowned cooks, bearing knives and cleavers crossed over their heads. The barrows were pushed around the hall and the guests served at each table. The old way of serving was followed

throughout and afforded a pleasing variation from the stereotyped style of banquet.

The souvenirs almost caused the guests to gasp for breath. They included the silver mugs in which the ale was served and also silver boxes filled with English tobacco and long clay pipes of the churchwarden variety, all bearing the monogram of the Association and the date and place of the banquet. These souvenirs, with the elaborately engraved and illuminated menu cards—which it would take an artist to describe—formed together the most artistic and appropriate, if not the most expensive, favors ever provided at a public function of this sort in the United States. Those who were fortunate enough to receive them will keep them as souvenirs of the greatest banquet and the greatest business reunion they ever attended.

The entertainment of the evening was furnished by an orchestra, male quartette and a bass soloist, the company joining heartily in the choruses of some stirring popular songs. Colonel Wm. E. Skinner, of Denver, Colo., was toastmaster. President-elect James S. Agar, of Chicago, welcomed the guests in a neat speech which put the instant stamp of approval on him in this his first public appearance in such a capacity. Gen. Michael Ryan, of Cincinnati, replied for the guests in one of his happiest talks, keeping the room in an uproar of laughter and applause. Emerson Hough, the well-known author, who knows the livestock and the packing fields intimately, though he is a literary man, made a most impressive address on "The Market," in which he did due honor to Emperor Beef as an ever mightier monarch than King Corn.

The chief fun of the evening was provided by Strickland W. Gilliland, the humorist, whose jokes were all neatly turned packerward, and whose allusions to Mr. Roosevelt's attitude toward the meat trade were so clever as to completely take the house by storm.

A very appropriate interruption of the programme was the presentation to Chairman John Roberts, of the Entertainment Committee, of a big diamond stick-pin, on behalf of the members of the Association. The presentation was made by James L. Garneau, of St. Louis, in a neat speech. "Johnnie" Roberts won the hearts of every visitor to Chicago by his splendid work at the head of this committee, and he deserved the ovation given him on this occasion. The names of E. B. Merritt, of Armour & Company; A. D. White, of Swift & Company, and other members of the committee were also greeted with cheers.

It was about midnight when the singing of "Auld Lang Syne" brought this memorable feast to a close.

### DAY IN PACKINGTOWN

The third day of the stay in Chicago was devoted to Packingtown. Here the visitors had a chance to see the wonderful organization and the operation of the greatest packing plants in the world and to experience once more the princely hospitality of the Chicago committee.

At 9:30 A. M. over 250 of the visitors were on hand, despite the late hours of the previous night's festivities, to take the special train for the Yards. Messrs. White, Byles, Merritt, McManus, Roberts and others of the Entertainment Committee were on hand as chief guides, and the forenoon was spent by the main party in a tour of Swift's beef house, Libby's "White Kitchen," S. & S. beef killing, Morris' beef cutting, and the Armour hog house.

Other groups went to the Roberts & Oake plant to see the wonderful new hog scraper work, and at 1 P. M. all met at the famous Saddle and Sirloin Club, where a fine beef-steak spread was enjoyed. At 3 P. M. the visitors returned to the city, and by night many were on their way to their homes all over the land. It was the greatest trip in many a day, and Chicago hospitality once more vindicated its right to world-wide fame.

### THE BIG ATTENDANCE

The great interest taken in the convention was indicated by the special parties made up from many centers. Cincinnati led with a party of more than 50—in fact, all Cincinnati packerdom came—headed by General Michael Ryan and the irrepressible Charley Roth. It was far and away the hottest bunch at the meeting, and that is saying a lot, for the New York crowd were not kindergartners, and the Philadelphia boys didn't need toe-weights, either. The Cincinnati party came in a special train and brought a band along. Their Monday night's celebration at the Kaiserhof will live forever in Association annals!

The New York party, in charge of princely Charles Rohe, numbered nearly 40 when the stragglers were all in. They came in a special car and had plenty of enthusiasm and lung power, and were not modest in the use of either.

The Philadelphia crowd was chaperoned by John J. Felin, in a private car, and included more than a score of packers and others. The Buffalo party was led by Matthew Danahy and numbered 20. There were two carloads of enthusiasts from St. Louis and vicinity, led by James L. Garneau and Fred. Krey. The Baltimore party had B. W. Corkran for a guide and numbered more than a dozen.

While the big delegations attracted attention, the attendance of meat men from the smaller centers was even more impressive, as indicating the widespread interest and enthusiasm. This extended from way down east in Auburn, Maine, which sent E. W. Penley, to the far-off Pacific Northwest, whose representative was Charles Pfeffer of the Carstens Packing Company, of Tacoma. It showed that the trade of the entire country is aroused and earnestly determined to unite for self-protection and the advancement of the best interests of producer and consumer alike.

More than 500 men attended the second annual convention and registered in the English Room of the Grand Pacific Hotel. Every one of the officers of the A. M. P. A. was present, to wit:

Michael Ryan, Cincinnati Abattoir Co., Cincinnati, Ohio, President.

John J. Felin, John J. Felin & Co., Inc., Philadelphia, Pa., Vice-President.

George L. McCarthy, National Provisioner, New York, Secretary.

James W. Garneau, Waldeck Packing Co., St. Louis, Treasurer.

James S. Agar, Western P. & P. Co., Chicago, Executive Committee.

Joseph Allerdice, Indianapolis Abattoir Co., Indianapolis, Ind., Executive Committee.

Matthew Danahy, Danahy Packing Co., Buffalo, N. Y., Executive Committee.

Charles Rohe, Rohe & Bro., New York, Executive Committee.

Charles A. Kerber, Kerber Packing Co., Elgin, Ill., Executive Committee.

These were the members of the reception committee who did such noble work:

John Roberts, Roberts & Oake, Chicago, Chairman of the Reception Committee.

R. M. Huffman, Armour & Company, Chicago.

H. Boore, H. Boore & Company, Chicago.

B. G. Brennan, Brennan Packing Co., Chicago.

F. Fuller, G. H. Hammond Company, Chicago.

G. L. Miller, G. H. Hammond Company, Chicago.

P. Brennan, Independent Packing Company, Chicago.

D. C. Robertson, Miller & Hart, Chicago.

L. M. Byles, Nelson Morris & Company, Chicago.

J. E. Maurer, Schwarzschild & Sulzberger Company, Chicago.

A. D. White, Swift & Company, Chicago.

O. F. Mayer, Western Packing & Provision Company, Chicago.

B. F. Nell, Allbright-Nell Company, Chicago.



F. M. deBeers, American Foundry & Machinery Company, Chicago.

F. R. Burrows, Anglo-American Provision Co., Chicago.

H. A. Born, H. A. Born Packers' Supply Company, Chicago.

A. A. Davidson, Davidson Commission Company, Chicago.

W. B. Davies, Davies Warehouse & Supply Co., Chicago.

F. Blumenhagen, Eagle Sausage Works, Chicago.

H. Heller, Henry Heller & Company, Chicago.

R. E. Fouse, Illinois Casing Company, Chicago.

F. K. Higbie, F. K. Higbie Co.

D. J. O'Brien, Louis A. Howard & Company, Chicago.

J. B. Thomas, Libby, McNeill & Libby.

W. W. Pollock, Manufacturers' Appraisal Company, Chicago.

E. W. Wray, Moneyweight Scale Company, Chicago.

Leslie J. Schwabacher, North American Provision Company, Chicago.

A. N. Bean, Omaha Packing Company, Chicago.

Gustav Freund, S. Oppenheimer & Company, Chicago.

Charles A. Sterne, Sterne & Son Company, Chicago.

Isidor Heller, Wolf, Sayer & Heller, Chicago.

A. W. Ewers, Arnold Bros., Inc., Chicago.

F. D. Follansbee, Clyde Machine Works, Chicago.

L. H. Fisher, Fisher & Company, Chicago.

J. S. Giles, Hermetic Closure Company, Chicago.

H. D. Overdier, Overdier Mfg. Co., Chicago.

C. Herendeen, Chicago.

O. P. Hurford, Chicago.

Charles A. Murphy, Chicago.

J. B. Sardy, Chicago.

Geo. W. Williams, Chicago.

E. B. Merritt, Armour & Company, Chicago.

Thomas Dunderdale, National Provisioner, Chicago.

The general list follows:

J. L. Van Neste, Cowton Bros. Co., New York City, N. Y.

Friman Kahrs, East Haddam, Conn.

Don Haven, Fred K. Higbie Co., Chicago.

Herbert T. Whalen, Fred K. Higbie Co., Chicago.

A. Y. Brundin, Brundin Bros., Albert Lea, Minn.

J. F. McLaughlin, Fred K. Higbie Co., Chicago.

Dr. J. H. Senner, The National Provisioner, New York City.

P. I. Aldrich, The National Provisioner, New York City.

W. B. Cassell, Baltimore, Md.

Owen P. Lamb, Columbus Packing Co., Columbus, Ohio.

William Sartain, Blumer & Sartain, Columbus, Ohio.

D. H. Bender, Wm. Bender Co., Jersey City, N. J.

Louis W. Kahn, The E. Kahn's Sons Co., Cincinnati, Ohio.

Dr. Joseph M. Good, Cincinnati, Ohio.

Joseph Conron, Conron Bros. Co., New York City.

Arthur Dyer, Wessells & Dyer, New York.

Edward Morris, Chas. E. Morris & Son, New York City.

Henry C. Reed, C. H. Reed's Sons, New York City.

Andrew W. Michel, New York City.

E. W. Penley, Auburn, Maine.

Wm. G. Wagner, New York Butchers' Dressed Meat Co., New York City.

A. Lester Heyer, New York City.

Fred Figge, Brooklyn, N. Y.

Chas. F. Hutwelker, Brooklyn, N. Y.

Geo. J. Dangler, Brooklyn, N. Y.

Dr. Geo. Ditewig, U. S. Department of Agriculture, Chicago.

Charles B. Murray, Cincinnati Price Current, Cincinnati, O.

Thomas J. Sweeney, International Provision Company, Brooklyn, N. Y.

Albert T. Rohe, Rohe & Brother, New York City.

W. L. Bryans, Rohe & Brother, Cleveland, Ohio.

C. F. Schane, Star Beef & Provision Company, New York, N. Y.

Henry Wagner, The Wagner Refining Co., Cincinnati, Ohio.

W. B. Hennessy, Star Beef & Provision Company, New York, N. Y.

William F. Brunner, Paterson Parchment Paper Company, Passaic, N. J.

Austin Gough, Southampton, England.

L. Cross, Southampton, England.

J. N. Richards, The Standard Paint Company, New York, N. Y.

Benj. W. Corkran, Jr., Streett & Corkran Co., Baltimore, Md.

H. C. Zaun, New York, N. Y.

John M. Wanner, Indianapolis, Ind.

Henry W. Affleck, Keystone Engineering Company, Philadelphia, Pa.

G. G. Oetting, Armstrong Cork Company, Pittsburg, Pa.

David Drummond, Drummond Packing Company, Eau Clair, Wis.

F. G. Betz, Louisville Packing Company, Louisville, Ky.

Alex. J. McCrea, The Ohio Provision Company, Cleveland, Ohio.

Con Yeager, Wolf, Sayer & Heller, Pittsburg, Pa.

James R. Cownie, Chicago, Ill.

G. E. Boorman, Butchers' Advocate Co., New York, N. Y.

Henie Kern, Kern Packing Company, Lafayette, Ind.

A. L. Eberhart, Geo. A. Hormel & Company, Austin, Minn.

C. A. Seaman, The Heekin Can Company, Cincinnati, Ohio.

H. L. Gates, The Heekin Can Co., Cincinnati, Ohio.

P. E. Vissman, C. F. Vissman & Company, Louisville, Ky.

E. A. Reineman, President Fried & Reineman Packing Company, Allegheny, Pa.

B. A. Van Winkle, Hartford City Paper Company, Hartford City, Ind.

Geo. Boeck, Boeck & Company, Burlington, Ia.

W. H. Lipe, Beech Nut Packing Company, Canajoharie, N. Y.

Fred L. Wilson, Peoria Packing Company, Peoria, Ill.

J. M. Rath, The Rath Packing Company, Waterloo, Ia.

Frank G. Godel, E. Godel & Sons, Peoria, Ill.

S. Stretch, Arrow Mills, New York City, N. Y.

L. J. Burkhardt, The Henry Burkhardt Packing Company, Dayton, Ohio.

Albert M. Schenck, F. Schenck & Sons Company, Wheeling, W. Va.

A. Sander, The A. Sander Packing Company, Cincinnati, Ohio.

Geo. Rupp, George Rupp & Company, Hamilton, Ohio.

John J. Dupps, The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

Jos. L. Roth, Cincinnati, Ohio.

E. Bucher, E. Bucher Packing Company, Cairo, Ill.

Jos. Pfeister, Cincinnati, Ohio.

Fred. Schroth, J. & F. Schroth Packing Company, Cincinnati, Ohio.

Charles G. Schmidt, The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

Michael F. Hoffman, Cincinnati, Ohio.

George Zehler, The George Zehler Provision Company, Cincinnati, Ohio.

H. W. Maescher, Maescher & Company, Cincinnati, Ohio.

Jacob Lohrey, Cincinnati, Ohio.

A. W. Gaddum, The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

Robert C. Knauff, United States Printing Company, Cincinnati, Ohio.

John Hoffman, John Hoffman & Sons, Cincinnati, Ohio.

Albert Johnson, Herf & Frerichs Chemical Company, St. Louis, Mo.

L. S. Peterson, Schwarschild & Sulzberger Company, Chicago, Ill.

Robert Binder, Battle Creek, Mich.

Ernst Freund, E. Freund Packing Company, Cincinnati, Ohio.

I. Rose, Secretary, S. Birkenwald Company, Milwaukee, Wis.

Chas. A. Buehler, The John Hoffman Packing Company, Cincinnati, Ohio.

Louis Reemelin, Consignee Favorite Box Company, Chattanooga, Tenn.

George W. Stewart, Jacob Vogel & Son, Cincinnati, Ohio.

Charles E. Roth, The John C. Roth Packing Company, Cincinnati, Ohio.

John C. Roth, The John C. Roth Packing Company, Cincinnati, Ohio.

N. Auth, N. Auth Provision Company, Washington, D. C.

E. S. Grant, Cincinnati Provision Export Company, Cincinnati, Ohio.

Charles Jacob, Cincinnati, Ohio.

J. S. Grant, Cincinnati Provision Export Company, Cincinnati, Ohio.

O. J. Danzeisen, Danzeisen Packing Company, Decatur, Ill.

W. H. Gehring, H. Kohrs Packing Company, Davenport, Ia.

E. Carrothers, Carrothers & Company, Liverpool, England.

Peter Enslin, Jr., Peter Enslin & Son, Newport, Ky.

Dan Zehler, George Zehler Provision Company, Cincinnati, Ohio.

Herman C. Ahrens, The C. Schmidt Company, Cincinnati, Ohio.

Joseph Ryan, Ryan Soap Company, Cincinnati, Ohio.

A. C. Routh, A. C. Routh & Company, Logansport, Ind.

C. C. Miller, Wayne Paper Mills, Hartford City, Ind.

Gustav A. Loewenstein, A. Loewenstein Sons, Cincinnati, Ohio.

Dan H. Loewenstein, Cincinnati Abattoir Company, Cincinnati, Ohio.

Edward Menkeberg, A. Loewenstein Sons, Cincinnati, Ohio.

John H. Schofield, Butchers' and Packers' Gazette, St. Louis, Mo.

Chas. Trautman, Jamaica, L. I.

A. B. McCue, Jacksonville Packing Company, Jacksonville, Ill.

E. L. Roy, Roberts & Oake, Chicago, Ill.

George S. Brown, Devon Mills, Providence, R. I.

W. Arbogast, Arbogast & Bastian Company, Allentown, Pa.

Max Weinberg, David Berg & Company, Chicago, Ill.

Charles F. Hammond, Hammond, Standish & Company, Detroit, Mich.

Christ Grozinger, Brooklyn, N. Y.

A. S. Klein, The Schwenger Klein Co., Cleveland, Ohio.

A. D. Morris, H. W. Johns-Manville Company, New York and Chicago.

N. E. Dumont, The Hydraulic Press Manufacturing Company, Mt. Gilead, Ohio.

Hon. W. A. Harris, Lawrence, Kas.

H. S. Clink, The Hydraulic Manufacturing Company, Mt. Gilead, Ohio.

B. J. Mullaney, City of Chicago, Chicago, Ill.

John Hoffman, J. Hoffman Packing Company, Cincinnati, Ohio.

S. K. Logwood, Brecht Butcher Supply Company, St. Louis, Mo.

J. W. Blair, Blair Milling Company, Atchison, Kan.

George J. Oehler, J. C. Roth Packing Company, Cincinnati, Ohio.

Henry Marx, S. Oppenheimer & Company, New York, N. Y.

H. D. Friedlander, S. Oppenheimer & Company, Chicago, Ill.

Joseph Kemperly, S. Oppenheimer & Company, Chicago, Ill.

Henry Freund, S. Oppenheimer & Company, New York, N. Y.

Walter R. Kirk, Chicago, Ill.

Jas. W. Buell, General Electric Company, Schenectady, N. Y.

Chas. Leermann, John C. Roth Packing Company, Cincinnati, Ohio.

Bernard Hellmann, J. C. Roth Packing Company, Cincinnati, Ohio.

Myron McMillan, J. T. McMillan & Company, St. Paul, Minn.

- R. C. McManus, Swift & Company, Chicago, Ill.  
W. J. Mullaley, American Can Company, Chicago, Ill.  
L. Harry Freeman, Boyd, Lunham & Company, Chicago, Ill.  
W. M. Arnold, Wayne Paper Mills, Hartford City, Ind.  
Chas. Pfeffer, Carstens Packing Company, Tacoma & Seattle, Wash.  
John G. Bloomer, Quincy, Ill.  
Walter W. Pollock, Manufacturers Appraisal Company, Chicago, Ill.  
Frank Carter, Wayne Paper Mills, Hartford City, Ind.  
B. C. Beekman, The Standard Paint Company, Chicago, Ill.  
N. O. Newcomb, Lake Erie Provision Company, Cleveland, Ohio.  
M. Neuburger, Chicago, Ill.  
Joseph Shannon, David Shannon Company, New York, N. Y.  
Jos. A. Anderson, Jos. Stern & Sons, New York, N. Y.  
Herman Oberndorf, Adler, Oberndorf Company, Chicago, Ill.  
W. S. Agar, The Agar Packing Company, Chicago and Des Moines, Ia.  
Wm. G. Agar, The Agar Packing Company, Des Moines, Ia.  
A. G. Gluk, Brittain & Company, Marshalltown, Ia.  
T. Kenneth Boyd, Boyd, Lunham & Company, Chicago, Ill.  
Harold Zeiss, Boyd, Lunham & Company, Chicago, Ill.  
M. B. Church, Couple-Gear Freight Wheel Company, Grand Rapids, Mich.  
E. C. Price, Secretary and Treasurer Fred K. Higbie & Company, Chicago, Ill.  
J. A. Greenlee, Fred K. Higbie & Company, Chicago, Ill.  
F. F. Myles, Myles Salt Company, New Orleans, La.  
S. M. Crawford, James & Company, Chicago, Ill.  
H. S. Robbins, National Ammonia Company, St. Louis, Mo.  
C. T. Northrop, Northrop Commission Company, Chicago, Ill.  
A. L. Fanning, American Can Company, Chicago, Ill.  
C. Wolf, Wolf, Sayer & Heller, Chicago, Ill.  
S. R. Tomkins, Northrop Commission Company, Chicago, Ill.  
E. E. Cox, Hartford City Paper Co., Hartford City, Ind.  
W. C. Anderson, Chicago, Ill.  
Andrew J. Rohan, Chicago, Ill.  
F. K. Bagley, F. D. Moulton & Company, Chicago and New York.  
C. M. Beckwith, Pittsburg Plate Glass Company, Chicago, Ill.  
W. B. Allbright, The Allbright-Nell Company, Chicago, Ill.  
John Wissmath, Chas. Wissmath Son Packing Co., Ft. Madison, Ia.  
Geo. L. Heil, Heil Packing Company, St. Louis, Mo.  
Fred Krey, Krey Packing Company, St. Louis, Mo.  
Geo. L. Lauth, Heil Packing Company, St. Louis, Mo.  
Samuel Gordon, Cox & Gordon Packing Company, St. Louis, Mo.  
C. W. Wenke, St. Louis Butchers' Supply Company, St. Louis, Mo.  
Gus Bischoff, Jr., St. Louis Independent Packing Company, St. Louis, Mo.  
Gus Bischoff, Sr., St. Louis Independent Packing Company, St. Louis, Mo.  
James Craig, Jr., Parker-Webb Company, Detroit, Mich.  
C. D. Forsyth, C. D. Forsyth & Company, Chicago, Ill.  
John H. Belz, J. H. Belz Provision Company, St. Louis, Mo.  
J. C. C. Waldeck, Waldeck Packing Company, St. Louis, Mo.  
Henry Crossman, Morris & Company, Chicago, Ill.  
Henry Sartorius, Sartorius Provision Company, St. Louis, Mo.  
H. J. Sparks, G. V. Brecht Butchers' Supply Company, St. Louis, Mo.  
C. Coy, C. Burns Company, E. St. Louis, Mo.
- T. E. Wilson, Morris & Company, Chicago, Ill.  
Frank B. Tracy, Chas. Pfizer & Company, Inc., New York, N. Y.  
William H. Harper, Pacific Hotel Company, Chicago, Ill.  
R. Mannheimer, Evansville Packing Company, Evansville, Ind.  
R. H. Armstrong, Collapsible Hanger Company, Washington, D. C.  
John H. Peterman, J. H. Peterman & Son, Charleston, S. C.  
H. D. Oxley, Francis D. Moulton & Company, Minneapolis, Minn.  
M. J. Williams, Williams P. Crusher & P. Company, St. Louis, Mo.  
W. J. Barkley, John Barkley & Co., New Orleans, La.  
Henry Ellsworth, The Ellsworth & Cross Company, Chicago, Ill.  
Jas. H. Duggan, Jas. H. Duggan Company, Chicago, Ill.  
Conrad H. Young, Armstrong Cork Company, Chicago, Ill.  
Edwin R. Smith, John E. Smith Sons Company, Buffalo, N. Y.  
Richard Halen, Chicago, Ill.  
W. E. Frank, National Export & Commission & Packing Company, Pittsburg, Pa.  
Charles H. Ogden, Pittsburg Provision and Packing Company, Pittsburg, Pa.  
W. M. Rea, Rea & Company, Pittsburg, Pa.  
Edward Wettach, W. Zoller Company, Allegheny, Pa.  
Jas. Wettach, Wm. Zoller Company, Allegheny, Pa.  
John Seiler, John Seiler Company, Pittsburg, Pa.  
P. S. Arthur, Grant & Arthur, Pittsburg, W. C. Marshall, New York, N. Y.  
Chas. Sucher, The Chas. Sucher Packing Company, Dayton, Ohio.  
Max Matthes, Wilmington Provision Company, Wilmington, Del.  
R. W. Bair, Armstrong Cork Company, Chicago, Ill.  
C. I. Pettebone, Western Rock Salt Company, St. Louis, Mo.  
Howard Rieman, C. Hohman & Sons, Baltimore, Md.  
C. P. Hohman, C. Hohman & Sons, Baltimore, Md.  
Frank H. Weppner, Arnold Weppner & Sons, Buffalo, N. Y.  
Chas. H. Dold, The Jacob Dold Packing Company, Buffalo, N. Y.  
J. E. Challinor, Gerard Lang Packing & Provision Company, Buffalo, N. Y.  
F. A. Spink, N. C. L. Company, Chicago, Ill.  
Chas. Moschel, Jacob Moschel, Buffalo, N. Y.  
Jacob S. Ulmer, Jacob Ulmer Packing Company, Pottsville, Pa.  
J. Shafer, Jacob C. Shafer Company, Baltimore, Md.  
R. A. McCormich, McCormich & Company, Baltimore, Md.  
Andrew G. Kriel, Chas. G. Kriel, Baltimore, Md.  
T. J. Kurlde, Baltimore, Md.  
W. W. Frush, W. E. Evans & Co., Baltimore, Md.  
Howard R. Smith, Jones & Lamb Company, Baltimore, Md.  
Dr. W. J. Gascoyne, Baltimore, Md.  
Fred T. Klinck, C. Klinck Packing Company, Buffalo, N. Y.  
Chas. C. Klinck, C. Klinck Packing Company, Buffalo, N. Y.  
Henry A. Kamman, Buffalo, N. Y.  
A. C. Saylor, The U. S. Printing Co., Chicago, Ill.  
C. T. Carlisle, U. S. Printing Company, Chicago, Ill.  
J. C. Dold, J. Dold Packing Company, Buffalo, N. Y.  
W. H. Lawrence, The Standard Asphalt & Rubber Company, Chicago, Ill.  
A. E. Cross, Ellsworth & Cross Company, Chicago, Ill.  
Arthur T. Danahy, The Danahy Packing Company, Buffalo, N. Y.  
G. D. Carr, Standard Asphalt & Rubber Company, Chicago, Ill.  
Solomon Greenwald, Greenwald Packing Company, Baltimore, Md.  
Jos. Sahlen, Buffalo, N. Y.
- John Rast, Danahy Packing Company, Buffalo, N. Y.  
F. W. Jehle, Buffalo, N. Y.  
F. J. Sahlen, Buffalo, N. Y.  
F. G. McClure, Morris & Company, Chicago, Ill.  
C. F. Cordke, Wm. R. Perrin & Company, Chicago, Ill.  
Jas. Beach, Dubuque Packing Company, Dubuque, Ia.  
Louis Hull, The Hull & Dillon Packing Company, Pittsburg, Kas.  
Leo Blum, The Butchers' Packing Company, Cincinnati, Ohio.  
George H. Recker, Butcher's Packing Company, Cincinnati, Ohio.  
Wm. Erhardt, G. Erhardt & Sons, Cincinnati, Ohio.  
Gottlieb Erhardt, Jr., The Butchers' Packing Company, Cincinnati, Ohio.  
C. H. Wannenwetsch, Wannenwetsch & Company, Buffalo, N. Y.  
A. C. Lembke, Wannenwetsch & Company, Buffalo, N. Y.  
F. W. Waddell, Armour & Co., Chicago, Ill.  
C. Klinck, Klinck Bros., Buffalo, N. Y.  
M. Schwabecher, North American Provision Company, Chicago, Ill.  
Louis A. Howard, Louis A. Howard & Company, Chicago, Ill.  
H. H. Hartly, Chicago, Ill.  
Chas. Simon, Buffalo, N. Y.  
Chas. Breisacher, Buffalo, N. Y.  
G. C. Jonas, Bechstein & Company, New York and Chicago.  
Wm. Evans, Armour & Company, Chicago, Ill.  
Leo Blum, Sr., The Butchers' Packing Company, Cincinnati, Ohio.  
Dr. O. E. Dyson, National Packing Company, Chicago, Ill.  
A. H. March, A. H. March Packing Company, Bridgeport, Pa.  
Wm. J. Medford, C. B. Medford's Sons, Philadelphia, Pa.  
S. P. Daniels, Meyer Packing Company, E. St. Louis, Ill.  
O. H. Blackmar, Halstead & Company, New York, N. Y.  
Edward Tilden, National Packing Company, Chicago, Ill.  
W. E. Weber, National Packing Company, Chicago, Ill.  
Walter C. Hatley, Hatley Brothers, Chicago, Ill.  
A. E. Ewers, Arnold Bros., Inc., Chicago, Ill.  
Samuel E. Dunham, The Davidson Commission Company, Chicago, Ill.  
G. A. Melroy, W. E. Pantan, New York, N. Y.  
H. S. Blakeman, G. C. Little, New York, N. Y.  
M. C. Tewfel, Theurer-Norton Provision Company, Cleveland, Ohio.  
George Blumenstock, Blumenstock & Reid, Cleveland, Ohio.  
Jos. Hartman, Theurer-Norton Provision Company, Cleveland, Ohio.  
Chas. Knapp, Knapp Dressed Beef Company, Sandusky, Ohio.  
Chas. Wolff, Chas. Wolff Packing Company, Topeka, Kas.  
Walter H. Miller, Miller & Hart, Chicago, Ill.  
J. A. MacLean, Bechstein & Company, Chicago, Ill.  
Samuel Dalton, Bechstein & Company, Chicago, Ill.  
Bernhard Ernst, Philadelphia, Pa.  
K. Seiler, Philadelphia, Pa.  
Louis Burt, Philadelphia, Pa.  
Geo. Hausmann, Geo. Hausmann & Sons, Philadelphia, Pa.  
Frank Bower, Philadelphia, Pa.  
G. F. Pfund, G. F. Pfund & Son, Philadelphia, Pa.  
J. Beiswanger, Beiswanger Brewery Department, Philadelphia, Pa.  
M. J. Gilmore, Philadelphia, Pa.  
Ed. Lewy, S. Oppenheimer & Company, Chicago, Ill.  
John J. Buckley, John J. Buckley Company, Chester, Pa.  
James Finnesey, Jno. J. Felin & Company, Philadelphia, Pa.



J. J. Martin, D. D. Martin Co., Philadelphia, Pa.  
 John P. Maher, Armstrong & Latta, Philadelphia, Pa.  
 Louis F. Schoenthaler, Jr., Philadelphia, Pa.  
 W. H. Burrow, Collins & Burrow, Philadelphia, Pa.  
 Frederick A. Vogt, F. G. Vogt & Son, Philadelphia, Pa.  
 W. F. Riley, Ellsworth & Cross Company, Philadelphia, Pa.  
 L. Gluk, Chicago, Ill.  
 H. S. Shepherd, Thos. Goulard & Company, New York City.  
 M. A. Potthoff, Samuel Cabot, Inc., Boston, Mass.  
 A. T. Pratt, The Paterson Parchment Paper Company, Passaic, N. J.  
 Cl. Coleman, S. Oppenheimer, Chicago, Ill.  
 W. V. Schnur, P. Becker & Company, Chicago, Ill.  
 Otto Schenk, F. Schenk & Sons Co., Wheeling, W. Va.  
 Geo. M. Brill, Chicago, Ill.  
 Wm. Roesch, Chas. Roesch & Sons Company, Philadelphia, Pa.  
 Chas. Roesch, Jr., Chas. Roesch & Sons Company, Philadelphia and Atlantic City, N. J.  
 John W. Condon, Price Bros. & Company, New York, N. Y.  
 H. H. Ellsworth, The Ellsworth & Cross Company, Chicago, Ill.  
 Chas. B. Cone, Bickett-Cone Cake Company, Chicago, Ill.  
 Arthur Meeker, Armour & Company, Chicago, Ill.  
 T. J. Connors, Armour & Company, Chicago, Ill.  
 W. R. Perrin, W. R. Perrin & Company, Chicago, Ill.  
 F. J. Bingham, Union Fibre Company, Chicago, Ill.  
 S. E. McPartlin, Union Fibre Company, Winona, Minn.  
 P. G. Gray, Boston, Mass.  
 E. S. Waterbury, Morris & Company, Union Stock Yards, Chicago, Ill.  
 M. Adler, Adler & Oberndorf, Chicago, Ill.  
 Morris P. Lewis, The Oil & Waste Saving Machine Company, Philadelphia, Pa.  
 B. Crohon, Crohon & Roden Company, Ltd., Grand Rapids, Mich.  
 Zach. F. Davis, Chicago, Ill.  
 John Grassell, Chicago, Ill.  
 Henry Dummert, Chicago, Ill.  
 J. J. Coyne, G. W. Williams, Chicago, Ill.  
 W. M. Deem, Wayne Paper Company, Hartford City, Indiana.  
 Edward Gerber, St. Louis, Mo.  
 H. W. Bernson, Morris & Company, Chicago, Ill.  
 John A. Bunnell, Hatley Bros., Chicago, Ill.  
 Edward Morris, Morris & Company, Chicago, Ill.  
 W. E. Higbee, Fred S. James & Company, Chicago, Ill.  
 S. J. Adler, Schwarschild & Sulzberger Company, Chicago, Ill.  
 Chas. N. Johnston, Wm. R. Perrin & Company, Chicago, Ill.  
 Chas. A. Murphy, Chicago, Ill.  
 J. Leonard, J. A. Duggan Company, Chicago, Ill.  
 J. A. Hill, Roberts & Oake, Chicago, Ill.  
 M. K. Parker, Northrop Commission Company, Chicago, Ill.  
 Chas. E. Herrick, Brennan Packing Company, Chicago, Ill.  
 S. M. Little, Sugar Apparatus Manufacturing Company, Philadelphia, Pa.  
 E. A. Hall, Pitcher-Hamilton Company, Chicago, Ill.  
 W. A. Kerber, Kerber Packing Company, Elgin, Ill.  
 R. T. G. Liesinger, Wannenwetsch & Company, Buffalo, N. Y.  
 Ellis Daley, Chicago, Ill.  
 K. E. Doyle, Chicago, Ill.  
 Frank Hooke, Kerwin Bros., Printers, Chicago, Ill.  
 Wm. Green, Harvey, Ill.  
 Clyde Wood, Hibernian Bank, Chicago, Ill.  
 Jas. W. Connell, Wm. Gerringer & Sons, Cincinnati, Ohio.

J. Barlovitz, Lafayette, Ind.  
 D. Roberts, Roberts & Oake, Chicago, Ill.  
 L. H. Schmauss, Schmauss Company, Rockford, Ill.  
 Geo. F. Blauvelt, Morris & Company, Cincinnati, Ohio.  
 W. E. Skinner, Denver, Colo.  
 W. J. Croke, Western Woodenware Company, Cheboygan, Mich.  
 E. H. Maffey, The H. H. Meyer Packing Company, Cincinnati, Ohio.  
 C. W. Riley, Jr., Omaha Packing Co., Cincinnati, Ohio.  
 C. J. Zoeckler, Zoeckler Bros. Company, Wheeling, W. Va.  
 R. W. Howes, Swift & Company, Chicago, Ill.  
 C. F. Engle, Standard Paint Company, Chicago, Ill.  
 Chas. H. Dorman, Battle Creek, Mich.  
 Leopold Duffus, Duffus Packing & Provision Company, Lafayette, Ind.  
 A. J. Major, Major Bros. Packing Company, Mishawaka, Ind.  
 E. C. Merritt, Indianapolis Abattoir Company, Indianapolis, Ind.  
 H. A. Walker, Armour & Company, Chicago, Ill.  
 P. E. Jonas, Beckstein & Company, Chicago, Ill.  
 Wm. P. Morton, Henry Bower Chemical Mfg. Co., Philadelphia, Pa.  
 Jacob E. Decker, Jacob E. Decker & Sons, Mason City, Iowa.  
 J. Harry Klunk, Henry Bower Chemical Manufacturing Company, Philadelphia, Pa.  
 Jas. C. Morton, Henry Bower Chemical Manufacturing Company, Philadelphia, Pa.  
 F. J. Major, Major Bros. Packing Company, Mishawaka, Ind.  
 Sidney E. Sinclair, T. M. Sinclair & Company, Ltd., Cedar Rapids, Ia.  
 J. S. Gilmore, Rock Island, Ill.  
 C. Beck, Schulte Boneless Ham Company, Cleveland, Ohio.  
 Geo. A. Hormel, Geo. A. Hormel & Company, Austin, Minn.  
 R. L. Coles, Schwarz & Company, Chicago, Ill.  
 H. W. Fraser, Stewart Company, Chicago, Ill.  
 C. W. Clifton, C. E. Clifton & Company, Chicago, Ill.  
 John C. Wood, J. C. Wood & Company, Chicago, Ill.  
 B. H. Loveless, Chicago, Ill.  
 R. H. Hunter, Chicago, Ill.  
 Walter P. Saunders, The Agar Packing Co., Des Moines, Ia.  
 E. L. Stevens, Morton-Gregson Company, Nebraska City Packing House, Philadelphia, Pa.  
 Geo. Herold, New York, N. Y.  
 Val. Fink, New York, N. Y.  
 Otto Stahl, New York, N. Y.  
 William L. Gregson, Morton-Gregson Company, Chicago, Ill.  
 M. F. Mullen, Newark, Ohio.  
 John C. Breen, Chicago, Ill.  
 Albert R. Worm, Indianapolis, Ind.  
 H. C. Zeiss, Boyd-Lombard Company, Chicago, Ill.  
 C. S. Ullmann, Chicago, Ill.  
 G. F. Swift, Jr., Swift & Company, Chicago, Ill.  
 J. A. Hawkinson, Swift & Company, Chicago, Ill.  
 J. F. Linehan, Milwaukee, Wis.  
 Chas. H. Munkwitz, President United Master Butchers' Asso. of the U. S., Milwaukee, Wis.  
 W. H. Keelin, W. H. Keelin & Company, Chicago, Ill.  
 A. Stecher, Chicago, Ill.  
 Patrick Cudahy, Cudahy Packing Company, Milwaukee, Wis.  
 A. H. Hilbert, Chicago, Ill.  
 C. F. How, South Western Packing Company, Coffeyville, Kans.  
 C. E. Raymond, J. Walter Thompson Company, Chicago, Ill.  
 Francis Atkinson, J. Walter Thompson Company, Chicago, Ill.  
 W. I. Richter, Allbright-Nell Company, Chicago, Ill.  
 Christ F. Kurlde, Baltimore, Md.  
 Geo. Brenner, Swift & Company, Chicago, Ill.

A. Becker, Becker Bros., New York, N. Y.  
 M. R. Nyman, C. A. Coey & Company, Chicago, Ill.  
 Hugh C. Goff, Chicago, Ill.  
 D. E. Hartwell, Swift & Company, Chicago, Ill.  
 Thomas J. Han, Acme Steel Goods Company, Chicago, Ill.  
 D. G. Throne, Acme Steel Goods Company, Chicago, Ill.  
 B. M. Osburn, Armour & Co., Chicago, Ill.  
 F. C. Seymour, Chicago, Ill.  
 Philip Mesny, Chicago, Ill.  
 Jas. N. Waite, Liverpool, England.  
 Carl S. von Böttgen, American Slicing Machine Company, Chicago, Ill.  
 Edward Turner, Liebig's Extract of Meat Company, Colon, Argentina, S. A.  
 Joseph F. Lanier, Chicago, Ill.  
 Josiah Stiles, Chicago, Ill.  
 Robt. G. Tennant, Robt. G. Tennant & Son, Chicago, Ill.  
 W. T. Wood, Gifford-Wood Company, Chicago, Ill.  
 Henry J. Seiter, Chicago, Ill.

#### MOSTLY CONVENTION NOTES.

It was a great round up.

It ain't so worse when Gregson and Sinclair join, eh?

The daily newspapers didn't wake up until it was all over.

W. B. Davies held up his end for the Davies Warehouse Supply Co.

Oh, what a chance the "yellows" missed, if they had only known it!

H. A. Walker, Armour & Company's insurance man, was in attendance.

How about yourself? Are you kicking your sit-down place because you didn't go?

General Ryan didn't miss a chance to boost Cincinnati—or anybody hailing from that burg.

Mr. Drummond, of Eau Claire, Wis., who was one of last year's "founders," was there also.

Con Yeager, the Pittsburg representative of Wolf, Sayer & Heller, was there—true to his name!

Joe Roth, one of the bestest ever—from "Old Cincinnati," of course—is now the A. M. P. A.'s treasurer.

Phil Mesny, the old drill master of the Seventh regiment, was on hand to see how the packers lined up.

Liebig & Company was represented by Edward Turner, our esteemed friend Charles Turner's brother.

And Col. Bill did himself proud as toast-master. No place on earth to equal Denver, says the Colonel.

W. J. Mullaley represented the American Can Company for all he was worth, and that means a whole lot.

Secretary McCarthy's famous motto, "Now all pull together," had its effect beyond even his sanguine expectations.

Don't ever think for one moment that Albert Theodore Rohe didn't make a whole lot of good friends. He's all right!

Albert Johnson, of the Herf & Frerichs Chemical Co., St. Louis, took an active interest in the convention proceedings.

Charles and Will Kerber, of Elgin, Ill., spent the best part of three days mixing with the boys—and they're good mixers.

Oh, yes! And the only L. M. Byles was there, too, with both feet, especially when it came to showing strangers the sights.

The Wayne Paper Mills, Hartford City, Ind., was represented by Messrs. Miller, Van Winkle, Carter and other able hustlers.

Edward Morris took in all the social functions and had a fine time—that is, Edward Morris, of New York, the Saltpeter King.

Joe Conron, of New York, wanted to take two live bear cubs to the banquet with him in a cab, but Van Neste talked him out of it.

"Fellow Criminals," said Strickland W. Gilliland at the banquet, as he rose to speak—and the crowd saw the point and howled!

All this dope's kind of dry. Fact is, after it's all over, we're not feeling so durned funny. A good deal like something the cat brought in.

George Zehler, of the Geo. Zehler Provision Co., Cincinnati, O., helped along the ta-raa-boom-de-ay chorus at the Kaiserhof Monday night.

George J. Sayer represented Wolf, Sayer & Heller and it is not saying half enough to add he is one of the most popular men in the trade.

Dr. O. E. Dyson was an interested attendant at all the meetings and was immensely pleased with the papers read and speeches made.

And Sam Stretch, "the only man who has the nerve to travel from the Atlantic to the Pacific selling spices exclusively," was there, too, jolly as ever.

W. B. Cassell, of Baltimore, Md., said he missed one man very, very much—the late Sam McClean—and scores of others expressed the same sentiment.

Mr. Austin Gough, the distinguished representative of the British butchers at the convention, looks just like King Edward. Just as goodnatured, too.

H. S. Clink, of the Hydraulic Press Manufacturing Co., Mt. Gilead, O., was very much—and then some more—in evidence. They voted him to be "a peach."

Harvey S. Shepherd, the old-time inspector with Thos. Goulard & Son, never dreamed he would see such a gathering of packers and expressed himself as delighted.

Fred. K. Higbie did the boosting for the Fred. K. Higbie Company, and Mr. Price did some of the entertaining, assisted by Messrs. Whalen, Haven and McLaughlin.

The Agar boys—Jas. S., Wood S. and Wm. G.—represented the Western Packing Co., Chicago, and the Agar Packing Co., Des Moines, Ia., as also did W. P. Saunders.

D. C. Robertson, of Miller & Hart, and R. M. Huffman, of Armour & Company, took in all the proceedings and met a great number of old friends and made many new ones.

The New York, Cincinnati and St. Louis contingents made three of a kind worth the money. Cincinnati was the largest delegation present. Every packer in the city came along.

Mr. Fred T. Myles, brother of General Myles, the salt man of New Orleans, was there, too, and treated the boys to a little twenty-year-old eyewater he brought along.

Among the interested listeners at the sessions of the convention were Edward Tilden, Arthur Meeker, T. J. Connors, Thomas E. Wilson and others of the big Packingtown leaders.

Wm. F. Brunner, vice-president of The Paterson Parchment Paper Co., Passaic, N. J., stayed to the big show and had an enjoyable time, as also did A. T. Pratt, of the same concern.

No one would have suspected Mr. James Beach, of the Dubuque Packing Company, Dubuque, Iowa, of being a packer. Looks more like a Methodist minister. But they say he's the goods!

Mr. Patrick Cudahy, of Milwaukee, represented the family, and was as nappy and free as a school boy, greeting old friends and making new ones with a glad smile and an outstretched hand.

C. S. Ullman, of S. & S.; John Grassell, of Morris & Company, and Chas. Monahan, of The National Packing Co., represented the Packingtown purchasing agents. A trio hard to beat—literally.

Chas. A. Murphy, the well-known Yards provision man, represented the pharmaceutical end of the packinghouse byproducts. Mr. Murphy can interest you in material you are probably wasting.

John Roberts, and there is but one of him, made an ideal reception committee chairman, and was heartily supported by as strong a committee as was ever gotten together anywhere for any purpose.

Now we know why Mr. Roosevelt don't like the meat packers. They are "nature fakers," because they put calf meat in cans and label it "chicken"—at least, Mr. Gilliland says Mr. Roosevelt thinks they do.

Mr. Frank Bower, of Philadelphia, was one of the "old guard" present. He has been a packer for almost 50 years. As soon as the festivities were over he started for the Blue Grass region of Kentucky to look after his horses.

J. L. Van Neste, of Conron Bros. Co., New York, was the first to register after the officers and reception committee, and was the last on the train after everything was all over. Consequently J. L. didn't miss a thing. He never does.

J. M. Wanner, one of the ablest packing-house experts in the United States, made himself of great assistance to the various officers of the association in many ways. Mr. Wanner has the greatest number of new members to his credit.

James W. Garneau, of St. Louis, treasurer of the association, had the time of his life. He certainly is immensely popular, as that loving cup testified. Mrs. Garneau won't have a word to say when he carts it home and sets it up in the front parlor.

Jacob Beiswanger, of Philadelphia, six feet two and a half, and 250 lbs.; E. W. Penley, of Auburn, Me., 6 feet 3 inches and 300 lbs., and Chas. Rohe, of New York City, 6 feet 2 3/4 inches and 250 lbs., made a trio which was a direct refutation of the vegetarian idea.

G. F. Swift, Jr., R. W. Howes, Robert C. McManus, J. A. Hawkinson and Arthur D. White represented Swift & Company. President L. F. Swift, Vice-president E. F. Swift and Secretary D. E. Hartwell were also noticed taking in the proceedings in a quiet and unobtrusive way.

President Munkwitz and Mr. Linehan, of Milwaukee, the delegates from the United Master Butchers of America, were a pair to rival in size the great packers' trio—Penley, of Maine, Rohe, of New York, and Beiswanger, of Philadelphia. The five would make a load for any six-horse team at the Yards.

E. B. Merritt, of Armour & Company, and Arthur D. White, of Swift & Company, certainly made a swell job of that banquet. They say the little fat chap never went to bed at all. At any rate, he was seen hustling through the lobby of the Grand Pacific at 6 A. M. Tuesday, intent on getting things fixed up in proper shape.

#### WATER TO DISSOLVE BORACIC ACID.

One gallon of cold water weighing 8.339 lbs. will dissolve .321 lb. of boracic acid, or when hot 2.78 lbs., which latter, however, will separate out on cooling, as it takes 26 parts of cold water to dissolve boric acid.

## PURE SPICES AT RIGHT PRICES SPECIAL

**Pork Sausage Seasoning---Liver Sausage Seasoning---Frankfurter Seasoning---Blood Sausage and Bologna Sausage Dressing---Sage---Marjoram**

Write for special prices on Ground Mace, Nutmegs and Pepper

**WOOLSON SPICE COMPANY, Toledo, Ohio**

QUARANTY SERIAL No. 20



## ELECTRIC POWER IN PACKING HOUSES

By George M. Brill, Consulting Engineer, Chicago.

While not having the honor to belong to your Association it gives me pleasure to have the opportunity to come before you to discuss for a few moments one of the features of the important subject of engineering in packing houses; that is, the use of electric power.



It often appears that the engineering in most packing houses is looked upon as a necessary nuisance and expense. In fact, it would appear to be so considered in most industrial establishments, except those wherein the character of the work of manufacture is largely of an engineering nature, and therefore entered into and understood by those financially interested. It is, moreover, too frequently true that much of the so-called engineering is not what it should be, is needlessly expensive and not productive of the best results. This is unfortunate in every way, but especially so because the men who pay the bills are confused and lose confidence in those who are supposed to be familiar with this subject and able to obtain the best results.

On the other hand, it should be said that in the past the packers, in common with many manufacturers, have not sought nor been willing to pay for the best engineering talent, and are therefore the natural and logical sufferers of a false economy. However, some real progress is being made, as has been shown in several ways within the last few years. Some of them are better building construction, better equipment, and not the least is the adoption in several cases and the attention which is being given in others to the use of electricity for power purposes.

### Saving by Use of Electricity.

The consideration of electric power for use in packing houses brings to the experienced mechanical and electrical engineer many of the same problems which come to him for solution when its use is under consideration for other kinds of industrial establishments. Confining our attention to packing houses, it may be said in general that the conditions in many ways are more trying than in almost any other class of service. It does not require such great refinement as is necessary in some lines of manufacture. But a system of power distribution, to be suitable for a packing house, must be thoroughly reliable.

The saving which can be effected by the use of electricity for power purposes varies greatly with different plants and depends, of course, on the size and arrangement of the plant under consideration. Before an electrical installation is decided upon, a thorough canvass of the plant should be made, and the present as well as possible future conditions carefully weighed. Any comparison of economies should embrace not only the saving in fuel due to the saving in power, but should also include the relative costs of repairs and maintenance for the two systems.

Of the plants now operating with mechanical transmission, the larger ones and those most complex or widely scattered would naturally derive the greatest benefit by adopting electric power. In such plants, the transmission is usually more complicated, changing floor loads make it more difficult to keep shafting in line, while developing conditions make frequent modifications and extensions to the transmission equipment necessary. To save time and expense, these changes are often knowingly made not in a manner to get the most economical results, but in a way that will do for the time and avoid interruptions to the business. In a packing house it is essential that things be kept moving, and frequently unfortunate compromises are made in the machinery arrangements to accomplish this end.

### Can Operate Any Department Separately.

It is a common occurrence that not all the departments are operated continuously or simultaneously. It, therefore, frequently becomes necessary to operate a large engine, together with a greater portion of the transmission machinery, in order to drive some one department or even, for a time perhaps, a distant elevator to handle some product or get

out some goods, while practically all the remainder of the plant is shut down. A carefully determined and suitable arrangement of motors permits any or all departments to be operated at will, without the loss due to operating needless transmission equipment.

In a plant of any considerable size, two or more engines may be used, but each is connected to an independent shaft and is thus arranged to drive everything belted to that shaft. There is no opportunity for interchange of load between the engines. This means that at times one engine may be overloaded, while at the same or some other time another may be much underloaded—uneconomical conditions for both, but with no practical means of adjusting them because the load cannot be shifted from one to the other.

With electric power in the same plant, and perhaps with the same or less total engine capacity, the arrangement would be such that one or more engine-generator units could be run as required. The units should be so arranged and varied with changing conditions as to keep those that are in operation loaded as nearly as possible to their economical capacities.

For example, in a certain packing house, units of 300, 600 and 1,200 K. W. were installed. The total rated capacity was thus 2,100 K. W., but with that equipment it was possible to get steps of 300 K. W. each by the use of the three units in various combinations, which would provide for any operating conditions with good economy that might arise within the capacity of the power plant.

This is all taken care of in the engine room, for as the engine-runner on duty observes the load increasing or decreasing, due to starting and stopping the motors throughout the plant, as shown by the switchboard meters, he changes the engine-generator units to meet the changed load conditions. The generators work in parallel, feeding into a common fund of energy, represented by the bus-bars of the switchboard, from which power is distributed throughout the plant. All motors are supplied with current from the same source, but each is independent of the other in that it may be started and stopped as requirement demands.

### No Power Uselessly Expended.

Thus not only the generating apparatus, but the transmission which is required in the distribution of power, can be stopped when not needed, and no power expended uselessly because some other apparatus in the vicinity may be required for longer service. Any motor can be operated from any generator or combination of generators which may be running, and it is only necessary to operate such engine-generator units as are required to furnish the total power used in the plant at any time. This means flexibility and economy, both in the generation and in the use of power.

In a prosperous packing concern some departments develop, perhaps even reaching such proportions that it may become necessary to re-locate them. Another department shrinks or may be found to occupy space which could be used to better advantage for some other purpose.

It is often found awkward to arrange anything like a good and economical plan for distributing power with shafting and belting, and departments are frequently, therefore, necessarily kept in awkward relations on this account, it being too expensive to re-locate them. With mechanical transmission it sometimes happens that the location of the power plant is a compromise or make-shift arrangement, brought about by the necessity of getting at the main lines of shafting. It may occupy space which could and naturally would be used to good advantage for productive purposes.

With electricity the power plant can be located to the best advantage and the original or future location, size and relation of departments need not depend upon the scheme of power distribution, while in the plant any re-arrangement need not be governed by, or, to any considerable extent, depend upon the power distribution system. A new motor may be installed or one motor substituted for another in a few hours, with little or no change necessary in the driving arrangements.

### Savings in the Use of Motors.

The use of motors, with the consequent cutting up of the load, naturally eliminates a greater por-

tion of the large shafting and the heavy belts forming the main drives prevalent where electricity is not used. This not only directly eliminates some of the transmission losses, but frequently saves floor space and often helps the natural lighting, especially where vertical belts pass from floor to floor.

With motors the belt speeds are usually higher and the belts consequently are smaller. The motors are placed on ceilings, walls or floors as may be most convenient, and drive in any direction, thus permitting arrangements being made which are best suited to the various conditions. The controlling switches should be placed convenient for use in starting or more especially in stopping, should accident occur which requires prompt action in shutting down the machinery. At the same time they should be located where least liable to damage.

Motors, especially those of the alternating current type, have from experience been found to require little if any more attention than the transmission machinery which they replace. The alternating current motor is simpler in construction than the average packing house machinery and, having but a rotating motion with no rubbing parts, has little to get out of order. It will endure a lot of abuse, and show no bad effects. It has stood up, with reasonable treatment, under the trying packing house conditions—steam, heat, ammonia, grease, varying loads and long hours. The reduction in price of alternating current apparatus, and especially of motors, within the last two years has favored its adoption.

### Simplicity Means Money Saved.

Simplicity helps greatly toward economy in any plant, but perhaps more in packing houses than almost anywhere else. There are many trying conditions tending towards excessive wear and deterioration, and at the same time the nature of the business and the character of the products are such that interruptions may quickly become serious and expensive. It is, therefore, essential that all machinery and arrangements of machinery, upon which the operation of the plant depends, should be as simple as possible and accomplish the desired results.

In arranging the electrical equipment, the motors should be coupled directly to the apparatus driven, wherever practicable. This cannot be done very fully on account of the rather high speeds of motors in comparison with the usual speeds of machinery used, but it can frequently be done with fans, blowers and rotary pumps. Duplex and triplex power pumps are usually motor driven by gearing directly to the counter shafts forming a part of them.

The most common drive is to belt to the machine direct or through a counter-shaft, for the reason that most machines are so designed and run at such speeds that this is the most practicable method. An Enterprise hasher takes enough power and is sufficiently independent to warrant the use of a separate motor, which would naturally be connected to it through a counter-shaft. If No. 66, for example, it might be a 15 H. P. motor, while if No. 72 a 20 H. P.

### Applying Motor Drive in a Packinghouse.

Silent cutters run at such speeds that the motor can usually be belted directly to them. A cutter with 42-inch bowl requires about 20 H. P., while a 500-lb. mixer, if driven separately, would need a 5 H. P. motor. A Ferris wheel or Hurford hog hoist or a set of lard rolls, because of their slow speed, require several reductions from the motor pulley, which can best be accomplished by pulleys and belts. But little power is required for the Hurford hoist, 3 to 5 H. P.

If elevators of the friction type are used, as is customary in packing houses, the motors can be belted to the shaft carrying the paper friction, and would be from 15 to 30 H. P., depending upon the loads carried and speed of cage. Where several machines are grouped and operated by one motor, more or less of a main shaft is necessary.

Grouping should be resorted to, however, when a number of machines, located in the same vicinity, are so related in their functions or for other reasons are practically all operated at the same time in the usual conduct of the business. A hog scraper and the pump supplying it with water naturally run together, and should therefore be driven with one motor of 10 or 15 H. P. capacity. The scraping bench and throw-out should be operated by one motor for obvious reasons, about 5 H. P. being required. The several hoists on the cattle killing

floor should be operated from one shaft, belt driven from a motor, the size of which of course depends on the number of hoists usually in service. It would be smaller than might be supposed, for the actual work done is very intermittent.

While group drives necessitate the use of some shafting, they decrease the number of motors and thus somewhat reduce the initial cost and maintenance and increase the efficiency. Even in group driving the several machines driven should be arranged so that they can be thrown off when not in use.

#### Sizes of Motors Required.

It is difficult to definitely state that the exact sizes of motors required for the many purposes throughout packing houses on account of the various sizes and makes of machines, and the method of operating and arranging them. These are details which should be carefully studied and receive the best attention in planning an electrical system of power distribution for any specific case. Success and economy depend, to a considerable extent, upon the right subdivision, arrangement and installation.

In general it is desirable that the number of different sizes of motors be kept as low as is consistent with the requirements. In most plants the requirements for sizes would run from 1 to 30 H. P. Seldom need the motors be larger, and it is advantageous not to use much larger units if they can be avoided. Relatively large motors are a disturbing element in an electrical system, especially when it is necessary to start them with the load on, for it tends to change the generator speed and thus the speeds of all motors and even more noticeably the intensity of the lights.

It is essential to arrange the motors and drives so that the system will be flexible, that the machines usually operated together can be driven with one motor, if it does not require too large a one, and that all motors shall be of such sizes as to be well loaded when operated under normal working conditions. Machines used intermittently should be separately driven, so that they can be shut down when not in use.

It is frequently desirable to use a flywheel on the shaft of the motor or the machine which it drives, in order to equalize rapidly changing loads, and thus improve the conditions under which the motor operates. The flywheel stores energy when the motor is underloaded, and gives it up and thus assists the motor when it is suddenly overloaded. The use of flywheels under these conditions tends to decrease the size of motor required. They are desirable in connection with elevators, crushers, saws and grinders, where the irregular loads impose severe and trying conditions on the motors driving them.

#### Motors Subject to Dust or Moisture.

Motors which are subject to extreme dust or moisture conditions should be boxed or housed. Where it is necessary to place a motor in an atmosphere filled with dry tankage or fertilizer, it should be surrounded with a tight box. A motor driving a group of hog-casing machines or a pump for a hydraulic tankage press, and located under the usual conditions surrounding such apparatus, should be placed in a waterproof box, while one located where there is more or less water dripping might better be placed simply under a waterproof roof.

Where motors are enclosed, ventilation should be provided by means of a pipe or duct connecting the box or housing with the outside air whenever this is practicable. Motors thus enclosed, unless thoroughly ventilated, should be somewhat larger than those doing the same amount of work in the open air. Without good ventilation the tendency to heat is excessive.

#### Use Motors of Standard Make.

It improves the operating conditions and adds to the economy if motors are worked well up to their capacities while in use, especially those of the alternating current type. If they are operated daily, or with reasonable frequency, a considerable amount of moisture in the air results in no permanent injury, for the heating effect due to use will drive it out.

It is desirable to use motors which are standard with the makers. They are less expensive, more readily obtained and more practicable to replace in case of changes.

Alternating current for both power and light is usually furnished by the same generators and at the same voltage. It can be distributed by the same wires, but fluctuations in voltage caused by

changing loads on the motors, especially elevator service, disturb the lights so much that separate feeders for power and light should be run from the switchboard. To use the same voltage for both purposes, it should be 220 to 230 volts, which is standard for alternating current apparatus. Copper might be saved by using a higher voltage for power and transformed for light, but simplicity and consideration of such places as cellars, tank houses and killing-floors, where the maintenance of good insulation is difficult, makes it desirable to keep the voltage low and equally desirable to avoid the use of transformers with the added complications and losses.

There is but little danger from either accidents to help or from fire with the voltage suggested when the work of installation is properly done. There is certainly much less than from the usual shafting transmission system, which require constant attention to keep them oiled and in repair, subjecting the attendants to danger, and when at best the shafting is usually more or less out of line, causing friction which produces loss of power and not infrequently results in fires.

#### Advantages in Using Electric Power.

Briefly summing up the advantages from the use of electric power, there should be considerable saving in fuel, for while the loss due to the usual shafting transmission runs from 25 per cent. to 50 per cent. of the total power developed by the engines, with electrical distribution it would run from 20 per cent.

## FERTILIZERS AND TANKAGE

By S. R. Tomkins, Northrup Commission Co., Chicago

I have been requested by the Secretary and by some individual members of this association to read a paper on the subject of packinghouse by-products, a subject that is interesting as a study, and of far greater interest as a money getter; a subject that is directly responsible for the up-building of the enormous packing plants that have made Chicago famous, and that made possible the accumulation of the great fortunes of our leading packers.



It all comes from the by-products, and will continue to come from that same source as long as packing houses stand. In support of this statement, we will go back a space of 30 years to the establishment of the great Swift concern. As you are all well aware, the late Mr. Gustavus F. Swift commenced business in a small way as a wholesale butcher or slaughterer, killing cattle in a building at Forty-second and Justice streets, which for sentimental reasons has been practically preserved among the buildings that now comprise that enormous plant, thus illustrating the growth of the plant.

#### No Time to Bother With Offal Then.

Directly opposite was the plant of Darling & Company. The entire offal of the Swift killing was disposed of to that concern for a nominal figure. They had no time to bother with it in those days.

Now, Stock Yards gossip, which probably had some foundation in fact, was responsible for the statement that in the times of fierce competition locally, when the packers were getting a foothold in the meat business, in the days when Western beef was boycotted in cities innumerable throughout the East, in the days before refrigeration was perfected, that the old Darling concern made more money out of the Swift offal than Swift did out of the beef.

The elder Swift, with his usual shrewdness, realized that a change must be made, and made it promptly. He bought property, established fertilizer and bone-house departments, and devoted much time to the by-products and the utilization of waste. His first order was for six driers—six Gubbins driers—and as a tribute to his judgment in selecting machinery and a tip to you on the durability of that particular machine, I can tell you that after thirty years of constant service night and day those machines are still running and doing good service.

The by-product department was fostered and the returns were enormous. In fact, they were so encouraging that the by-product division was recognized as the cornerstone of the packing industry.

It was but a short time when these old-time pack-

ers boldly announced to their competitors, "We will kill cattle and do business for the offal." That did not include the hides and tallow. And they did it; they have killed hundreds of thousands of cattle for the offal. They utilized and turned to profit what their competitors were wasting and what many of you gentlemen to-day are wasting. The old-time wholesale butcher with his happy-go-lucky methods could not possibly survive.

While the use of electric power will generally result in a saving, it is not universally true, and there are doubtless cases where although some saving would be shown, it would not justify the expense. The best showing will result in plants of at least reasonable size, where the by-products are worked up and where the loads are therefore more variable and the plant more complex. Especially is this true in plants which have reached large proportions through growth, development and changes and which are, therefore, seldom arranged to the best advantage for power distribution.

Electric power should certainly be considered for use in new plants of almost any size, and it has been found to pay large returns on the cost of installation in some old ones, even when considering the sacrifices which have been made in the equipment replaced.

#### By-Product Handling Means Thrift.

Let me ask you, independent packers of this country, who have entered the lists at this latter day in competition with these organized forces—you who pay absolutely no attention to the by-products or who realize probably 50 per cent. of their real value—how do you expect to compete successfully? It never has been done, and it cannot be done.

To me the words "by-product" and "thrift" are synonymous. Thrift, the characteristic feature of all careful, systematic, successful men in all lines, must be abnormally developed in a small packer or wholesale butcher, or a renderer, or any one connected with the trade. To insure success you have got to save—everything.

The Swifts and Armours save everything. They get it. They count the cost after the saving has been accomplished, and cut the cost of production to a point that insures profit. You can rest assured that thrift wastes nothing. "Save everything" is the cornerstone upon which these enormous plants have been built.

I don't claim to know all about the packing business. Far from it. I don't claim that I can stand up here and tell you, gentlemen, all of you successful business men in your communities, how to run your business. That is not my intention. It is simply to present to you a few facts and figures regarding the value of the products that you do not save, and the value of by-products that you think you save and only half save.

Facts, figures, observations made in visiting small plants, comparing the methods employed by the big packers and the loose systems employed by the small concerns; the loss of grease by the small packers and the recovery of grease by the large concerns; the loss of tank water and blood and the methods employed by the large concerns; the methods of handling bones, horns and hoofs; and last, and not least, the converting of offal into a good edible stock food—hog-food, digester tankage or any name you see fit to call it.

#### Money Lost by the Small Packer.

All these subjects I trust will interest the progressive members of this association. A few words along the general lines of by-products might be an incentive to you to improve your systems and at the same time injure no one.



Speaking from experience and from observation, after an experience of years in the largest packing-house fertilizer plant in the world, and since visiting practically every packinghouse and rendering establishment in the country, the thing that impressed me most from a practical standpoint was the amount of money that was lost annually at the majority of the smaller plants—lost beyond recovery, no attention paid to it—a condition that could not for a minute exist in a Chicago packinghouse.

Grease in tankage, that should be in tierces. Grease tankage and tank water, they all come out of the tank. The primary object in view when you erect the tank is to render out the grease and save it. The grease is what you are after; but if you leave ten per cent. of it in the tankage and let five per cent. of it run out into the sewer with the tank water you undoubtedly lose out.

Now, there are but few packinghouses of any note where killing or rendering is done to any extent, that will not produce at least one car of tankage per month. We will say twenty tons per month. I have country renderers in small cities producing that much.

A short time ago I visited an Eastern plant on a deal for their tankage production, which happened to run thirty tons per month. I tried to buy stuff off-hand by the flat ton, and eventually bought it that way. The goods ran about 8 per cent. ammonia and 20 per cent. bone phosphates of lime. Skulls, jaws, feet and everything loose were in the tankage; no separations or efforts made to produce the separate by-products in detail.

#### What They Lost in Wasted Grease.

When asked about the grease, which is always an important factor, they claimed that eight per cent. was their limit, and from what I could learn they had not had a grease determination on their tankage in eighteen months. The Chicago packers analyze for grease daily.

In selling tankage, we can get a premium from concerns in the South for tankage that runs high in grease, as they extract by the naphtha process. The analysis of this particular lot showed that the thirty tons produced that month contained seventeen per cent. grease, nine per cent. more than they were aware of, and the figures showed beyond dispute that there was \$297 in that tankage that should have been in the tierces.

The value of the concentrated tankage that should have been produced from the tank water that was allowed to go to waste, we will place at \$300, so you can figure that in the methods pursued by our friend in the East, compared with the up-to-date methods employed by our Chicago people, our Eastern friend was \$600 shy on his tankage alone for one month, or \$5,000 per year lost in the careless handling of a car of tankage per month.

Now, the loss of tank water is general, and when I tell you that the value of blood production and concentrated tankage from tank water are about equal, from seven to eight pounds per head of cattle on a commercial basis—the blood on a basis of eight per cent. and the concentrated tankage on a basis of four per cent.—you will readily agree with me that the man who will run his blood into the sewer is not handling his plant right.

#### Save Every Ounce of Tank Water.

There is no reason why a small packer should not save every ounce of tank water faithfully, for it is worth just as much as the blood. The big packers save it. The sewers in tank rooms and press rooms are sealed and locked up tight; not a pint of it is lost. They keep it hot, skim all the grease, then pump it to the storage vats. It is then evaporated, then dried, then ground, bagged and shipped. It is loaded in cars at a cost of \$9.50 per ton, including all fixed and labor charges, interest investment and incidentals.

This concentrated tankage, analysis 14.50 ammonia, worth about \$35 per ton, costs, say, \$10 per commercial ton. The production is equal to blood; production at some plants is greater than blood. At one plant the commercial blood production is seventy-five tons per week; concentrated tankage is ninety tons per week, equivalent to \$2,250 net weekly, making a grand yearly total to the credit of tank water of \$115,000.

A few years ago all that tank water went to the sewer. Save your tank water just as eagerly as you would save the blood. It is worth just as much money—it is worth more. Don't stop at the expense. It is not necessary for you to invest in high-priced machinery. If you are ingenious you can solve the problem.

A man I called on in Wisconsin who runs a ren-

dering plant, makes about sixty tierces of tallow per month. Every five or six weeks he has a small carload of tankage. On my visits there he was continually talking about the tank-water proposition. He wrote to several concerns regarding evaporators and concluded that they cost too much. But being of an ingenious turn of mind, from a lot of inch pipe and a cast-off boiler he rigged up a storage tank for the tank water and kept the exhaust from the engine running through the coils.

#### Used a Home-Made Evaporator.

At night when he shut down he made arrangements to keep things hot, and slowly but surely reduced the moisture in this tank water until he got it to about the consistency of syrup or molasses on a temperature of 150 degrees F. He drew it off into open-headed sugar barrels and in six weeks, when he shipped a carload of twenty tons of tankage, he shipped twelve tons of "stick" or concentrated tankage, that sold to Joslin & Schmidt in Cincinnati and netted our friend \$110 on a moisture basis of thirty per cent., and he got the money.

His tankage production was increased fifty per cent. with absolutely no more expense than two tons of coal. So take it from me, the tank water you allow to run into your sewers is worth just as much as the tank water you dry and sell to your fertilizer manufacturers.

The production at the leading plants is 7.15 lbs. of blood per cattle, 8 lbs. of concentrated tankage and 9½ lbs. of tankage; a total of about 25 lbs. per cattle all told. Now these figures may be questioned where the paunches are not saved for tripe, and where no sausage casings are saved the tankage and concentrated tankage productions are still greater. I have in mind one plant that produced 7½ lbs. of blood, 12 lbs. of tankage and 15 lbs. of concentrated tankage for several months. Think of it; nearly two pounds of concentrated tankage for every pound of blood!

The tank-water proposition is one that should receive your careful attention. The majority of the packers say: "I have not got enough water to bother with; only one or two tanks per day." They never stop to figure out how much water the plant produces that could be evaporated at a profit.

#### Save Your Water from the Start.

Now, I'll start you right. When you take up the proposition and start to estimate the number of gallons of water you will have to evaporate, start right at the scalding tub. The hogs have been stuck and bled and are dropped into the scalding vat. The scalding hot water draws ammonia from the hair; it draws the dripping blood from the wound in the neck; solids reeking with ammonia; ammonia from the urine and animal matter expelled in the scalding process. If you evaporate that water you will realize a profit of \$1 for every 100 gallons.

Now go through your plant; through the cooking and sausage rooms; take all the tank waters from the tanks, water from the presses, and before you have completed the task you will realize that there is a deluge of water flowing through your sewers.

At one of the leading plants in the stock yards, on a killing of 2,000 cattle and 4,000 hogs per day, with the usual amount of cooking and sausage making incidental to a concern of that magnitude, they evaporate 6,000 gallons of water per hour, equivalent to 48,000 lbs. of water, twenty-four tons, a full carload per hour. Imagine that running into the sewers.

This water is never allowed to cool below 150° to 160° F. before being pumped to storage vats. All the grease has been recovered that can possibly be saved up to that point, and I'll venture to say that the per cent. of grease remaining in the tank water is less at these plants than at smaller plants throughout the country, where it goes direct to the sewers through catch basins.

This tank water is boiled, heated, held at a high temperature for four or five hours, and I have known the yield of grease at that point to be sufficient to pay the entire cost of evaporation and the 4½ lbs. of concentrated tankage per hog and 9 lbs. per cattle to show only one-half of 1 per cent. of grease.

If you never evaporated the water it would pay you to store it and boil it for the grease, for where you will recover one-half pound of grease in a cold catch basin, you will recover two pounds if you boil and skim, for it takes heat to raise the grease and make the separation, and that is the principle our Chicago packers work on.

#### How to Handle the Heads and Feet.

Now a few words on heads and feet. With few

exceptions the small packer throws the heads and feet into the offal tank and introduces the neatfoot oil into his tallow, thereby reducing the quality of the tallow a degree in titter or hardness. He is introducing bone phosphate of lime into the tankage, lowering the ammonia content. He of course recovers the oil or grease in the tanking, but the glue or tank water is lost, being allowed to flow away through the sewers. Even if he saved the tank water he would be a loser, as it is not the proper way to handle it.

The man who kills 100 cattle per week and tanks the stuff to get rid of it realizes from 18 to 20 cents per cattle for his heads and feet, while if he stopped and gave the subject serious thought and made a few tests and adopted up-to-date methods, worked along lines that would bring the finished by-products into the class to which they really belong, he would be well repaid for his trouble.

All these things have a class. It should be the ultimate aim to produce in detail the different items in a raw or unfinished state for the manufacture of the product that the all-wise Providence ordained should be the logical use to which they should eventually be put.

Now, you commence at the ground and you have the hoof. Throw it into the tank and you not only lose money yourself, but you prevent others from making money. You actually destroy a piece of raw material that to-day is eagerly sought after in factories both in America and Europe for the manufacture of toilet articles, combs, hairpins and a long list of articles too numerous to mention, giving employment to thousands of people. The demand is constantly increasing and good prices prevail for the hoofs. They are selling to-day from \$25 to \$65 per ton, according to assortment, black, striped and white.

Get them right so that they can be used for manufacturing purposes. Then you get the money. Ninety per cent. of the hoofs produced by others than the big concerns are used for fertilizer because they are ruined in the handling.

Wash the foot carefully and scald the hoof in hot water not to exceed 150° F. Pinch the hoof off and store in a dry storeroom. If you boil or scald hoofs or horns in boiling water the goods are ruined for manufacturing purposes, as they become brittle and are absolutely useless for any other purpose than for fertilizers.

#### Sinews, Neatsfoot Oil and Bones.

We next take the sinews. If you tank them you get absolutely nothing, as they practically all boil away into glue or tank water, leaving little or no solids, all having run into the sewer. But as a rule they are saved, dry salted, and you realize from 1 to 1½ cents a pound for them. They are in great demand for the manufacture of glue.

Next we will take the neatfoot oil, the most penetrating of all oils, an oil that can be produced practically pure and guaranteed to analyse not over three-tenths of 1 per cent. of fatty acid. You can produce about one pound per cattle of the purest neatfoot oil, and it generally sells locally for good prices and in carload lots from 8 to 9 cents a pound.

That pound of oil, when tanked and mixed in your grease production, will bring you 5 cents in a hundred cattle. There is a loss on neatfoot oil of \$4. Neatsfoot oil is in great demand in the tanning of high-grade leather. Now why destroy it by throwing it into the tank?

Next we will take the shin bones, the rounds and flats. You doubtless are all aware of the demand there is for this grade of bones. The demand is world wide and cannot be supplied. Thousands are employed in the factories devoted to the manufacture of bone goods, from the elusive collar button and pants button to knife handles, razor and brush handles and artistic articles of high value. That's where these bones should go. That's the class they belong in, not in the tank.

Next, but not least, are the knuckles cut off of the shin bones, the little hard bones in the feet. The oil has been extracted. They are cooked in open tanks or vats, but the glue, the life of the bone, is still retained. You have kept them clean; they have been washed and dried, and your Uncle Sam wants them. He is waiting for them; he needs them for hardening the armor plate on his battleships. In addition, the demand for case-hardening bone is increasing with the manufacture of steel and cutlery. Case-hardening bone is selling at a good stiff price, so much so, that the makers of this article can pay you 1½ cents per pound. It brings you ½ cent per pound in the tank, and while it does you some good there, it will benefit you 100 per cent. more if diverted into its proper class.

**Handling the Skulls and Jaws.**

From the heads you have removed the cheek meats and the brains. They have been split and washed clean. Cook in a clean open vat at a low temperature. Keep everything clean and produce a pound or more of good edible tallow. You will still have some tankage and a nice clean skull and jaw that sells readily at your plant for \$25 to \$26 per ton. The skull portion is in great demand for glue and high-grade gelatine; the jaws for case-hardening.

As I stated before, by tanking you will realize from 18 to 20 cents per set, while if carefully handled along the lines which I have mentioned you will realize from 40 to 50 cents per cattle. I have handled the skulls and jaws of 2,500 cattle for years in that manner, and during the past year have seen men getting almost as good results from 50 cattle per week, so it don't make any difference how many you kill or what your capacity is; the proposition is possible and it pays.

I know of one slaughterer who kills about 300 cattle per week. I was introduced to him by a mutual friend, and when I first visited him he put everything into the tank and was losing all the tank water. He was selling a low-grade bone tankage for about \$16 per ton. He questioned me at length on the by-products and made the proposition that if I would "put him wise" to up-to-date methods that he would sell me his production and give me the preference for a space of two years. I agreed with him and advised him to make a separation at once.

He got a man whom I recommended and started right in producing all the different articles in detail that were possible to produce from the cattle heads and feet. Six months later he told me that he had benefited by the change to the extent of \$50 per week alone on the heads and feet.

The man he engaged was eventually made superintendent of the little plant. He was given full power to stop the leaks, to utilize the waste, from the waste in steam and power to the waste via the sewer route. The cooking was done by exhaust steam. Today, after two years of careful work, the business, which had never paid interest on the capital invested, is paying handsome dividends and it all came from the proper handling of the offal and the production of high-class by-products.

**Digester Tankage or Stock Food.**

Digester tankage, appropriately named after its introduction to the trade, has served a double purpose for the big packers—first as an outlet for market for a by-product at an increase in price; second, by forcing the sale and promoting the line it has taken thousands of tons of fertilizer and ammoniate out of the market, thereby decreasing the ammoniate supply and enhancing the value of the remaining amount not suitable for stock food purposes.

Fertilizer tankage has increased in value 25 per cent. in two years as the direct result of this discovery or innovation. All packers and renderers have benefited directly by this, and I am right here to tell you, gentlemen, that I worked out the proposition in all its different phases until a perfect stock food was produced.

The early stage of the stock food department was one of considerable worry and trouble, considerable risks and chances were taken by the packers in introducing the goods. It was a case of getting orders for hog foods and stock foods and such and filling in with the best available materials, sitting back and waiting for results—which we certainly got.

(Continued on page 94.)

**Hogs Head Splitting Machine**

This machine should interest all hog slaughterers on account of the recent government ruling that heads must be split and nostrils cleaned before going into rendering tank.

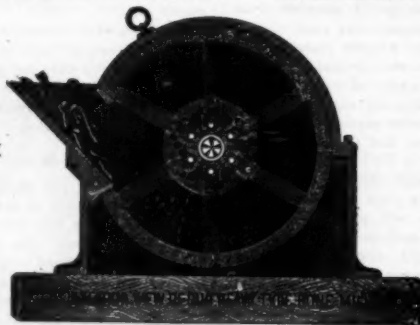
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LITH AND SHEET CORK INSULATION A SPECIALTY

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J. P. MAHER, Superintendent

PHILADELPHIA, PA.



## TRADE GLEANINGS

The Salinas Meat Company of Salinas, Cal., is preparing to put in a cold storage plant.

John Cudahy, Jr., will make the city of Louisville, Ky., his permanent headquarters, representing the Cudahy interests in that city.

The Graner Manufacturing Company of Dover, Del., has been incorporated with \$25,000 to manufacture and sell all kinds of soaps and kindred products. The incorporators are all of Philadelphia.

At a special meeting of the board of directors of the Pittsburg Provision and Packing Company, Pittsburg, Pa., held last week the directorate was increased from three to five members by the election of William S. Craven of Pittsburg and Robert H. Allerton, Jr., of Monticello, Ill.

The provision house of Fitts Brothers at South Framingham, Mass., was destroyed by fire on October 3, causing a loss of \$20,000.

The large new packinghouse which is being erected for the W. S. Forbes Company at Richmond, Va., is fast nearing completion. The structure is 160 feet in length by 80 feet in width, and is five stories high, exclusive of basement and subbasement. It has a floor space aggregating something more than 75,000 square feet.

The ginney plant of the People's Oil Mill at Union, S. C., was destroyed by fire on October 7. Loss, \$10,000.

The Pine Level Oil Mills of Selma, N. C., has been damaged by fire to the extent of \$1,000.

The packing plant of the Edward Smith Packing Company at Buffalo, N. Y., has been slightly damaged by fire.

The abattoir of Richard C. Laux at Buffalo, N. Y., has been damaged by fire to the extent of \$2,000.

Fire destroyed the sausage factory of M. G. Ledvina at Wausaukee, Wis., causing a loss of \$2,500.

The J. C. Service Packing Company has just completed extensive improvements at its packinghouse and slaughter pens on East Third street, Ottawa, Kan. A cold storage department will also be added.

The new Los Angeles Tannery Company, at Los Angeles, Cal., expects to begin operations about November 1. M. J. Casey of San Bernardino will be the manager.

The plant of the United Leather Company at Fourth and Monroe streets, Wilmington, Del., was damaged by fire on October 4 to the extent of \$100,000.

A. F. Gallun & Sons, Milwaukee, Wis., have taken out a permit for an \$80,000 tannery building to be located on North Water street, at the foot of Pleasant street, Milwaukee, Wis. The building will be four stories high, and will be built of steel and concrete.

The Pine Chemical Company of New York, N. Y., has been incorporated with a capital stock of \$20,000 to manufacture soaps, etc. S. R. Olmsted and J. E. Olmsted of 250 West 94th street, New York, and W. H. Taylor of 1309 Pacific street, Brooklyn, are the incorporators.

The St. Bernard Rendering and Fertilizing Company of New Orleans, La., has been incorporated with a capital stock of \$100,000.

The Potosi Company of Indianapolis, Ind., has been incorporated with a capital stock of \$10,000 for the purpose of manufacturing soap and machines and appliances for dis-

persing same. Horace Lancaster, R. L. Talbott, Jr., and E. A. Parrott are the directors.

The Atlantic Abattoir Company of Atlantic City, N. J., has been incorporated to operate a packinghouse by David Shane, Isaac Blumberg and J. Taylor. The capital stock is \$25,000.

Edward B. Saunders has been appointed manager of Swift & Company's branch house at Nassau, N. H., in the place of J. H. Leighton, resigned.

A company is being formed at Fostoria, O., for the purpose of establishing a packinghouse at that place.

A. B. Davis and others are organizing a company with \$50,000 capital stock for the purpose of establishing an abattoir and refrigerating plant at Mobile, Ala.

The Byron Tannery Company of Williamsport, Md., contemplates the establishment of a tannery at Cumberland, Md.

The Combahee Fertilizer Company of Charleston, S. C., is having plans prepared for the erection of a plant to replace one recently burned.

The Farmers' Cotton Oil Mill of Mangum, O. T., has been incorporated with a capital stock of \$100,000, by W. M. Harris, E. M. DeBerry, James Sheridan and others.

The Virginia-Carolina Chemical Company contemplates increasing the capacity of its plant at Shreveport, La.

The gin and mill of the Tuskegee Cotton Oil Company at Tuskegee, Ala., has been destroyed by fire. Loss about \$40,000.

The standard Salt Company of Portland, Me., has been incorporated with a capital stock of \$1,500,000. President, J. E. Manter, Portland, Me.; treasurer, C. E. Eaton, Portland; clerk, M. W. Baldwin, Portland.

The Tamm Brothers Glue Company's plant at St. Louis, Mo., has again been damaged by fire, with a loss of \$10,000.

The St. Thomas Packing Company of St. Thomas, Can., has been incorporated with a capital stock of \$100,000.

### COMPLETE AUGUST MEAT EXPORTS.

Completed statistics of the exports of meats and meat products from the United States for August and for the first eight months of the year have been made public by the Bureau of Statistics of the Department of Commerce & Labor. They show that the export movement in meat products for August is practically on a par with that for August, 1906, but about half a million dollars less than the figures for last month. For the eight months of the year, the export totals are about a million and a quarter dollars less than for the same time last year.

The chief gains for August, 1907, as contrasted with August, 1906, are in canned beef, 800,000 lbs.; fresh pork, 800,000 lbs.; pickled pork, 2,000,000 lbs. Losses were chiefly in fresh beef, 3,000,000 lbs. less; bacon, 10,000,000 lbs. less, and lard, 2,500,000 lbs. less. For the year to date, the chief gains were in fresh beef, \$3,000,000 more; tallow, \$1,500,000 more; hams, \$3,000,000 more; salted and pickled pork, \$2,500,000 more; lard compounds, \$1,500,000 more, and sausage casings, half a million more. The principal losses were in canned beef, \$1,500,000 less; salted or pickled beef, \$1,000,000 less, and bacon, \$9,000,000 less.

Exports of meat animals for August show a loss of about \$400,000 over the figures for August, 1906. Decrease in the number of cattle exported is largely the cause of this.

### WANTED.

Mr. G. W. Little, managing director of George Little Limited, Manchester, Liverpool, Hull and Newcastle-on-Tyne, England, intends visiting the United States October 15 to 30 with a view of acquiring the direct representation of a good firm exporting hams, bacon (all cuts), lard, dairy products, butter, cheese and eggs.

Correspondence may be addressed to G. W. Little, General Delivery, Post Office, New York, October 15 to 18; or General Delivery, Post Office, Chicago, October 24 to 29.

The figures for the month, compared to the same month last year, are shown at a glance as follows, both for meat products and for allied products and meat animals:

#### Meat Products.

	August, 1907.	August, 1906.
Canned beef, lbs.....	1,433,880	671,450
Value .....	\$152,151	\$68,686
Fresh beef, lbs.....	21,453,730	24,256,956
Value .....	\$2,225,990	\$2,214,181
Cured beef, lbs.....	3,537,279	6,539,022
Value .....	\$229,160	\$371,620
Tallow, lbs.....	9,255,121	10,859,238
Value .....	\$508,909	\$547,812
Bacon, lbs.....	22,142,964	22,442,166
Value .....	\$2,400,608	\$3,370,052
Hams, lbs.....	21,462,220	21,386,641
Value .....	\$2,556,504	\$2,816,132
Canned pork, lbs.....	349,895	335,134
Value .....	\$39,334	\$37,516
Fresh pork, lbs.....	1,077,866	267,477
Value .....	\$110,635	\$29,439
Salted or pickled pork, lbs.....	12,511,620	10,562,033
Value .....	\$1,353,352	\$930,928
Lard, lbs.....	56,267,743	58,761,832
Value .....	\$5,247,152	\$5,076,032
Lard compounds, etc., lbs.....	6,178,832	6,214,517
Value .....	\$528,967	\$419,439
Mutton, lbs.....	87,212	42,627
Value .....	\$8,956	\$4,446
Oleo oil and neutral lard, lbs.....	18,906,278	18,836,808
Value .....	\$1,717,747	\$1,527,023
Oleomargarine, lbs.....	423,181	797,339
Value .....	\$40,338	\$74,051
Poultry and game, value.....	\$25,290	\$21,953
Sausage and s. meats, lbs.....	785,416	760,066
Value .....	\$88,526	\$91,047
All other meat prod., value.....	\$293,081	\$255,396
Total meat prod., value.....	\$17,655,999	\$17,840,253

#### By Products and Allied Products.

Bones, hoofs, horns, etc., value	\$25,063	\$12,580
Eggs, doz.....	\$52,579	476,219
Value .....	\$131,885	\$98,543
Butter, lbs.....	368,574	3,818,721
Value .....	\$76,428	\$693,497
Feathers, value .....	\$22,893	\$16,467
Fertilizers (except crude phosphates), tons .....	5,986	4,919
Value .....	\$239,248	\$206,584
Glue, lbs.....	307,125	319,133
Value .....	\$30,031	\$27,861
Grease and soap stock, value.....	\$304,040	\$296,040
Hides and skins, lbs.....	873,631	1,402,691
Value .....	\$113,368	\$171,907
Lard oil, gals.....	12,580	14,940
Value .....	\$9,804	\$9,763
Soap (except toilet or fancy), lbs.....	3,550,109	4,076,439
Value .....	\$154,870	\$213,496

#### Meat Animals.

Cattle, head.....	27,361	35,238
Value .....	\$2,203,705	\$2,696,818
Hogs, head.....	1,363	1,244
Value .....	\$16,824	\$15,712
Sheep, head.....	7,302	9,629
Value .....	\$36,601	\$43,672
Total meat animals, value.....	\$2,317,130	\$2,756,196

Export values for the eight months of the year ending with August, compared with previous years, were as follows:

	1907.	1906.	1905.
Canned beef .....	\$1,144,402	\$2,900,162	\$4,790,435
Fresh beef .....	19,221,808	16,457,652	15,285,960
Salt or pickled beef .....	1,997,506	3,073,797	4,454,290
Other cured beef.....	90,849	13,798	8,735
Tallow .....	8,145,415	3,478,725	2,265,800
Bacon .....	15,960,088	20,924,070	17,710,413
Hams .....	17,242,259	14,182,526	15,062,462
Canned pork .....	171,484	473,068	578,516
Fresh pork .....	907,584	820,348	860,977
Salt or pickled pork .....	10,835,728	8,152,396	7,229,569
Lard .....	40,884,381	40,330,801	\$3,543,128
Lard compounds .....	4,490,877	3,004,937	2,633,501
Mutton .....	71,192	36,909	37,221
Oleo oil .....	12,712,130	12,172,109	9,137,428
Oleo margarine .....	254,673	680,024	481,850
Poultry and game.....	1,017,349	1,327,246	769,829
Sausage and s. meats.....	681,733	970,575	529,651
Sausage casings .....	2,313,582	1,671,584	1,526,606
Total meat prod.....	137,549,471	138,834,232	118,410,624

# Swift's

Choice  
Dressed  
Beef

Mutton, Lamb, Veal, Pork and Provisions

FOR SALE AT THE FOLLOWING BRANCH HOUSES

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Gansevoort Market, 22-24 Tenth Avenue  
West Washington Market, Corner West and Bloomfield Streets  
Thirteenth Street Market, 32-34 Tenth Avenue  
Manhattan Market, West 35th Street and Eleventh Avenue  
West 39th Street Market, 668-670 West 39th Street

## BROOKLYN

Williamsburg Market, 100-102 North Sixth Street  
Brooklyn Market, 182-184 Ft. Greene Place  
Atlantic Avenue Market, 74-76 Atlantic Avenue  
Ft. Greene Sheep Market, 172 Ft. Greene Place

Westchester Avenue Market, 760-771 Westchester Avenue  
East Side Slaughter House } First Avenue, between 44th and 45th Streets  
East Side Market }  
West Harlem Market, 130th Street and Twelfth Avenue  
Eleventh Avenue Market, Eleventh Avenue, bet. 34th and 35th Sts  
Murray Hill Market, Foot East 31st Street  
West Side Slaughter House } 664-666 West 39th Street  
West Side Market }

## JERSEY CITY

Wayne Street Market, Corner Wayne and Grove Streets  
Ninth Street Market, 138 Ninth Street

# Swift & Company New York

Central Office, Nos. 32-34 Tenth Avenue

## FERTILIZERS AND TANKAGE.

(Continued from page 92.)

It was a case of trying it on the dog. One man came back with a damage suit. All his young pigs were killed. Another one was notified to quit the neighborhood for maintaining a nuisance. Some lost poultry. While some shipments seemed to give satisfaction, others were the reverse. As soon as a complaint was received mistakes in the manufacture were corrected.

As fast as one defect was discovered the remedy was applied and the improvement was made. Machinery was installed and finally, as the trade increased, separate departments were established, separate buildings were provided, and the stock foods isolated from the fertilizer end of the business so as

to insure cleanliness and to prevent the disagreeable odors that naturally arise from the fertilizer department.

One of the packers to-day is selling 75 per cent. of his cattle tankage for stock food at a price far exceeding its value as a fertilizer, and I make the prediction that within two years every pound of cattle tankage and every pound of hog tankage that is not too bony will be sold for stock feeding purposes.

And it is possible for every small packer in this country to produce and market his entire production of tankage in that manner. If he will attend to it systematically and carefully he will benefit by an increase in value of 100 per cent. From your carload of tankage of twenty tons you will realize \$400. The up-to-date man in the Chicago Stock Yards real-

izes \$800 for his, and it's up to you to determine whether you will realize the larger or the smaller amount.

From what is this animal food produced? The residue of your lard tanks and the residue of your tallow tanks. Your lard and edible tallow is a sweet edible product, passing Government inspection as an article of food. The residue is just as sweet and clean as the lard or tallow itself, and the trick is to keep it that way all down the line until it is in the bag and shipped to the consumer, "clean and sweet and fit to eat" as the tallow or lard that was cooked out of it.

It can be done and is done every day, and eventually digester tankage will be produced as cheap as  
(Concluded on page 118.)

# Swift & Company

## Jersey City

# Beef and Pork Packers

Lard Refiners and General Provision Dealers

For Export and Local Trade

Jersey City Office, 138-154 Ninth Street

New York Office, 342 Produce Exchange



# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
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## THE PACKERS' MEETING

For the first time since the creation of the modern packinghouse industry all packerdom was united at the second annual convention of the American Meat Packers' Association, held in Chicago, October 7-9, 1907.

What only a little more than a year ago was believed to be absolutely impossible has now been proved a strong and firm reality. The biggest packers of world-wide trade and the smallest packers of merely local importance are united for the promotion of common interests, for the welfare of the meat trade, for mutual protection and for perpetuation of good fellowship. They are enthusiastically and harmoniously united, and they are firmly determined to remain united.

Never was a convention held that could excel in usefulness, in harmony, or in enthusiasm the second annual convention of the American Meat Packers' Association.

Never was a convention presided over by a more inspiring or a more genial chairman than that man whose name will now remain linked with the history of American packerdom and of its permanent organization, Michael Ryan of Cincinnati.

Never was a convention better prepared and managed than was this convention by the able, enthusiastic and devoted executive officers of the American Meat Packers' Association, and nobody will deny to Secretary George L. McCarthy his great share in the credit for the result. Never was a convention better taken care of than this was by the generous and genial hospitality of the Chicago committees of reception and entertainment. These were indeed days never to be forgotten for all participants, for the Association, and above all for the American meat trade itself.

The brilliant and thoughtful opening address of General Ryan struck the keynote to all the proceedings. The manufacturers and distributors of the most important food of the American nation are fully aware that they are but servants of the public, and that they can serve their own interest only by the very best service rendered to the consumer. As a matter of fact, the American packer needed no special lessons or instructions for the recognition of his duties to the American public. His trade could never have developed to be by far the greatest of all American food trades if the packer had not always to the best of his abilities served the people of the United States and of all the civilized world.

In return, however, the American packer feels justified in expecting—in demanding, indeed—that the public should give him at least a square deal; that it should not be swayed from justice and common sense by scandalmongers or demagogic politicians. The American packer cheerfully submits to all the exigencies of the law, but he has the right, as an American citizen, to expect—to demand—that the execution of the law shall not be exaggerated into a confiscation of property lawfully acquired.

The American people and the press of the United States have the best opportunity imaginable to learn from the report of the second annual convention of the American Meat Packers' Association the idleness and hollowness of the current fables of a "beef trust." The very large representation of the trade in an Association in which the largest packer has only one vote, no more than that of the smallest establishment, ought to dispel all notions about a dominating influence of a few firms designated as a "beef trust."

One of the most important purposes of the American Meat Packers' Association is the spreading of valuable and practical

knowledge among the members. The papers read at this second annual convention and reprinted in this issue of THE NATIONAL PROVISIONER—the official organ—are full of really valuable and practical information for the trade. The short addresses by associate members proved of great assistance, too, in making the convention a source of practical knowledge.

Another feature deserves special mention and praise. The retailers are awakening to the realization of their intimate connection with the manufacturing and wholesalers' end of the trade. The old notion of a conflicting interest has at last disappeared. The whole trade is an inseparable unit in interest. Retailers and wholesalers may march independently of each other, but when the live interests of the trade are in danger and have to be defended by a vigorous fight, retailers and wholesalers from now on will fight side by side and shoulder to shoulder. The importance of this recent union, which has come to stay, for a better shaping of public opinion cannot be overestimated. Here indeed in union is strength, and our political demagogues are likely to find it out.

The value of a personal meeting of members of the same trade was pre-eminently obvious in the Chicago convention. The spirit of good fellowship reigned supreme. A remarkable body of brainy and brawny men met largely for the first time, but nobody left the convention without the earnest and sincere desire to meet again as soon and as often as possible.

In conclusion, THE NATIONAL PROVISIONER desires to say a few words of a personal nature. For the past year and a half and more THE NATIONAL PROVISIONER has faithfully and efficiently worked for the formation and for the development of the American Meat Packers' Association. It was exceedingly gratifying to witness in the second annual convention a success which exceeded even the most sanguine expectations. The gracious compliment paid by the convention in making our President an honorary member is highly appreciated. As a newspaper sincerely devoted to the interests of the American meat trade nobody realizes more than THE NATIONAL PROVISIONER the enormous importance of the American Meat Packers' Association for the stability and for the welfare of our great industry.

The second annual convention marks an important step in the right direction, but it by no means ends the work to be done or the possibilities of results to be achieved. Hard and thoughtful work will be needed for a long time to come, and THE NATIONAL PROVISIONER, as the official organ of the Association, will always be ready to render its best aid to the very able President-elect of the Association, Mr. James S. Agar, and to his excellent Executive Board.

# PRACTICAL POINTS FOR PACKERS

## FOR KETTLE-RENDERED LARD.

Twenty lbs. leaf lard, 12 lbs. lard stearine and 68 lbs. back fat makes a fine kettle-rendered lard.

## FOR BLEACHING GLUE.

A German process recently patented in this country claims the following method of bleaching glue: The glue is agitated with basic zinc formaldehyde sulfoxylate in the presence of water and acid. This effects a complete bleaching of the glue.

## USE OF GARBAGE TANKAGE.

Quite an important source of supply for the fertilizer manufacturer and also for the soap maker is the city garbage reduction plant. The tankage is low grade, being from  $3\frac{1}{2}$  to  $5\frac{1}{2}$  per cent. ammonia and 4 to 8 per cent. bone phosphate. Nevertheless, it readily finds its way into consumption.

## TO CAN MUTTON.

Mutton for canning should be subjected to light pickle and light cooking. It is usually put up in six-pound round cans. The machinery necessary includes plunger stuffer, stuffing tables, scales to weigh in and out, capping machine, fire pots, capping irons and retorts.

## WORK UP YOUR BLOOD.

To cook blood, use an open box or tank with a perforated steam coil in the bottom. Run enough water into the tank to cover the coils and then run in the blood. Steam until the blood thickens, which requires about twenty minutes. When properly cooked the water pressing out will be clear and colorless. Blood should be worked up and not allowed to decompose and thus lose considerable ammonia.

## GREASE LOSSES IN TANKAGE.

An analysis of improperly manipulated tankage showed: Ammonia, 7.38 per cent.; fat, 18.48 per cent.; moisture, 5.30 per cent.; bone phosphate, 35.45 per cent. This analysis would show that there is 18.48 per cent. of the tankage having absolutely no fertilizer value, yet being a source of profit if recovered and restored to the grease tank. By more thorough screening and skimming this fat can be recovered to a considerable degree.

## THE EFFECT OF PRESERVATIVES.

Exhaustive experiments have been made in Germany by Behre and Segin in order to determine the efficiency of the various preservatives on meat juice. The preservative powers of formaldehyde, benzoic acid, salicylic acid, boric acid, sodium benzoate, sodium thiosulphate, sodium sulphite and a commercial preservative were tested with meat juice as the object to be preserved. Formaldehyde gave the best results. At the end of 13 days the meat juice preserved with it was unchanged as regards odor and color. Of the other materials tested the acids gave better results than the salts.

## SAMPLE HOG PRODUCTS YIELDS.

Percentages of yields of hog products in certain cases are as follows:

Leaf lard, 3; prime steam lard, 10; hams, 12; calas, 12; side meat, 35—72.

Fat backs, 10; pork loins, 8; bellies, 15; hams, 12; shoulder, 12; leaf lard, 3; prime steam lard, 10—70.

Hams, 12; calas, 9; butts, 3; pork loins, 9; bellies, 13; leaf lard, 3; prime steam lard, 21—70.

## PACKING SURPLUS SAUSAGE MEATS.

The following process has proven very satisfactory for packing surplus sausage meats, such as lean pork trimmings, cheek and measand meats, heats, oxlips, etc., in fact, everything used in sausage, which, of course, must be fresh and thoroughly chilled. For each 100 pounds of meats use a mixture of 4 to  $4\frac{1}{2}$  lbs. salt, 2 to 3 ounces saltpeter and one-half to three-quarters of a pound of sugar; the mixture to be thoroughly amalgamated with the meat in a revolving tierce, or any method equally as good. To each tierce of meats as packed, in addition to the above mixture, add two quarts of seventy-degree sweet pickle.

The meat should be tamped solid as packed and the tierce completely filled and headed absolutely air-tight. Cure in twelve to twenty-five days, according to size of pieces, and it may be held 40 to 50 days if necessary.

Meats put up in this manner are ready for immediate use at any time after curing. All that is necessary is to chop to the desired consistency and add ingredients for flavor, etc.

## TEMPERATURES FOR SLAUGHTERING.

In the slaughtering of cattle and hogs, and the subsequent curing and preservation of the meat, the temperature of the air and of the dressed meats is an important factor to be considered. Opinions differ somewhat on some points as to the most favorable temperatures for these purposes, but the following are considered reliable.

Animals should never be killed while in an overheated or excited state, but should be kept quiet for twenty-four hours prior to killing, and fed lightly on cooling food. Where cold storage rooms are available in which the meat can afterwards be reduced to any required temperature, the killing may be done without injury in any weather. Otherwise a cool, dry day, with the temperature not above 45 or 50 degrees, nor below 20 degrees, is the most favorable. After killing, the carcasses should be hung without touching each other and allowed to remain until the animal heat has passed off. Meat thus handled may be shipped or kept for days in a temperature of 45 degrees, or below in dry weather; 40 degrees or below in wet.

## HOW CORNED BEEF SOLD.

The selling price of corned beef per one dozen one-pound cans was as follows in the years mentioned: 1895, \$1.25; 1896, \$1.05; 1897, \$1.07; 1898, \$1.30; 1899, \$1.15; 1900, \$1.33; 1901, \$1.25; 1902, \$1.20.

## TEMPERATURES FOR CURING MEAT.

Meat, and particularly pork, that has been frozen and afterwards thawed does not keep as well as that which has been simply chilled. Pork intended for curing should never be frozen. It is stated that frozen meat will spoil in sixteen hours if subjected to a temperature of 75 degrees. Meat hung up in an ordinary air temperature until the animal heat has passed off keeps better than that placed in cold storage immediately after being killed.

After the animal heat is all out, the meat should be put into the coolers at a temperature of 50 degrees, and the temperature gradually lowered until it reaches 36 degrees, and then raised slowly to 38 degrees. The principal injury to beef products occurs through sending it from the slaughterhouse to the chill room before the animal heat has entirely left the carcass. This closes the pores and the meat retains its heat and turns sour. From 36 to 42 degrees is the best temperature for storage rooms for dressed meats.

## PREPARING PORK FOR CURING.

In the case of pork intended for curing, it is found that a temperature which will reduce the carcass within a period of 48 hours to from 36 to 39 degrees at its thickest and most vulnerable portion, viz., the center of the ham and shoulder, is the most desirable. At a temperature of 40 degrees a percentage of taint is liable to develop, and at anything over that temperature, tainted meat develops rapidly.

Of course, it is necessary to create an atmosphere considerably under these temperatures in order to bring down the temperature of the inside of the carcass at its thickest part to the degree mentioned, and, therefore, it is found desirable to carry the chill rooms at temperatures about 33 to 35 degrees. It is not desirable, however, to reduce meat for curing to a very low temperature, as its solid and hard condition then retards the action of the salt in penetrating to the center of the piece, and thus causes the process of curing to be slower and less effective.

Attaining too low temperatures has been productive of serious loss to curers, from the fact that when meat is overchilled before the curing process begins, the cure, owing to the causes stated, has been retarded, and when exposed to the ordinary temperature in warm seasons the meat spoils. It is good policy to place the hogs after being killed in a temperature of from 45 to 50 degrees for 12 to 15 hours and then in an atmosphere of 35 to 40 degrees for 24 to 36 hours.

The carcasses should not be cut until thoroughly cooled, otherwise the meat is apt to sour. The curing should be done in curing rooms with the temperature about 40 degrees, the length of time for curing depending on the cut and weight of the meat, and ranging from 15 to 75 days. Storage rooms cooled by the expansion of ammonia in pipes are considered better than those cooled by ice on account of being drier.

Dry salt pork for Southern use in winter needs to be cured in salt for 30 days, but for summer use it should have from 50 to 60 days' curing.



## FOR PURCHASING DEPARTMENTS

### SOME OF THE EXHIBITS AT THE CONVENTION

#### THE ALLBRIGHT-NELL EXHIBIT.

The Allbright-Nell Company, Chicago, Ill., occupied the Orleans room, and this room certainly was a Mecca for all the packers who attended the convention. This very live and enterprising concern had on exhibition a unique model of one of their new hog-scraping and brushing machines. This model was a complete working machine, and enabled them to demonstrate fully its workings, showing how the hog was hooked on right out of the scalding tub and conveyed through the machine, showing how thoroughly the paddles beat off the hair, dirt and scruff of the hog.

Up to last reports, The Allbright-Nell Company had sold a machine to the G. H. Hammond Co., Chicago, capacity 600 hogs per hour, and one to Kingan & Co., Indianapolis, Ind., capacity 600 hogs per hour.

The Allbright-Nell Company also had on exhibition a section of their chain trolley conveyor, this conveyor being something also entirely new, and a distinctive feature. Those in charge of the exhibit were Messrs. W. B. Allbright, B. F. Nell and Walter J. Richter.

The Allbright-Nell Company are to be commended for their enterprise in having such an attractive feature as a working model of the hog-scraping machine at this convention, as it certainly attracted a vast amount of attention, and everyone seeing it expressed themselves as amazed at the wonders accomplished by this machine.

They also exhibited samples of pig's feet, ears and tails which were cleaned by this machine and were so thoroughly clean and white that they were ready for the retail counter. So far, the Allbright-Nell Company have sold about 24 of these machines, and every one using the machine have expressed themselves as more than pleased with the wonderful work done by it, and the big saving in labor effected. And the most pleasing and gratifying feature of it all is that the present users of the machine do not seem to be able to say enough for it.

On Wednesday a delegation of outside packers went to the plant of Roberts & Oake to see the Allbright-Nell machine in operation. This delegation consisted of a carload, most of whom were intending to purchase, and it is understood that the Allbright-Nell Company have sold quite a lot of machines through these packers being able to see the machine in operation and seeing what wonderful work is accomplished by it.

#### THE FRED K. HIGBIE CO. EXHIBIT.

The room directly adjoining the convention hall was devoted to the exhibit of the Fred K. Higbie Company, of Chicago, Ill. This position offered unexcelled opportunities for attracting delegates to an inspection of the company's product, and Mr. Higbie and Messrs. Price, H. T. Whalen, Haver and McLaughlin, who were in charge of the exhibit, availed themselves of this and exhibited in a most attractive manner the packinghouse supplies handled by this company. Wooden ware and cooperage, twines and cordage, skewers, bungs, plugs and vents, wax and parchment paper, etc., were grouped in a manner to call forth laudatory comment for the artis-

tic taste of Mr. Higbie and his assistants.

A feature of the exhibit was the salt department, presided over by Fred T. Myles, of the Myles Salt Company, of Louisiana. The gentleman was so modest that he secreted himself—with some difficulty because of his size—behind a screen. A closer inspection, however, revealed the fact that the Colonel was dispensing "joy" in his little corner, and it wasn't salty either.

#### STANDARD PAINT COMPANY'S EXHIBIT.

The Standard Paint Company, of New York and Chicago, before the convention extended a hearty invitation to all delegates to visit them at their headquarters in the Bordeaux room, where their Giant and P. & B. insulating paper, Rubberoid Roofing, Rubberoid car roofs, Rubberoid car sills, Rubberoid car floors, and their various grades of brine-resisting paints were exhibited. The fact that all of the delegates availed themselves of this opportunity testifies adequately to the

esteem which the company's products enjoy among the packers and the general popularity of Mr. J. N. Richards, sales manager of the company, who had the exhibit in charge. The exhibit of this company was large, the products displayed of a diversified nature, and the grouping and general effect was excellent.

#### ARMSTRONG CORK CO. EXHIBIT.

The Armstrong Cork Company, of Pittsburg, Pa., occupied the French room with their exhibit. This exhibit was in charge of Mr. G. G. Oetting, ably assisted by Messrs. C. H. Young and R. W. Bair, of the company's Chicago office. The exhibit was artistically arranged and the numerous delegates who visited the room were cordially received and shown the merits of the company's products. Samples of Nonpareil cork covering, sectional pipe cork board, granulated cork and all forms of cork insulating material manufactured by the Armstrong Cork Company was displayed, and Mr. Oetting was kept busy welcoming the many friends which the company has made through the efficiency and serviceableness of its product.



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IF YOU ARE LOOKING FOR BARGAINS WATCH PAGE 128.

### NEW CORPORATIONS.

Dayton, O.—The Star Ice and Storage Company has increased its capital stock from \$100,000 to \$200,000.

Orange, N. J.—The Consolidated Warehouse and Lighterage Company has been incorporated to erect cold storage plants, warehouses, etc., with \$100,000 capital stock. Thomas A. Davis and E. L. Davis of Orange, N. J.; J. F. Bortstecher and J. F. Bortstecher, Jr., of Bloomfield, N. J., are the incorporators.

Kenner, La.—The Kenner Ice and Cold Storage Company is being organized with a capital stock of \$25,000 to replace the ice plant destroyed at Jefferson Park, La. The officers of the concern are: Ed. Stoulig, president; Vito Costa, first vice-president; Joseph Christina, second vice-president; E. J. Deshautreaux, third vice-president; Robe Van Der Vort, secretary; John Clancy, treasurer.

Grand Rapids, Mich.—The West Side Ice Company has been formed with a capital stock of \$20,000 to cut and market ice, by W. W. Hunt, G. B. Daniels and G. H. Cowlin. Property at Moon Lake has been purchased.

Augusta, Me.—The National Milk Products Company has been incorporated with a capital stock of \$2,000,000. President, J. Berry, Augusta, Me.; treasurer, J. Berry, Augusta, Me.; clerk, J. Williamson, Augusta, Me.

Mobile, Ala.—A company is being formed here to have a capital stock of \$50,000 for purpose of establishing an abattoir and refrigerating plant. A. B. Davis is interested.

Mount Vernon, Mo.—The Farmers' Elevator and Cold Storage Company has been incorporated with \$6,500 capital stock by John W. McCanse, W. H. Johnson and N. D. Underwood.

Rockwood, Tenn.—The Rockwood Ice and Coal Company has been incorporated by J. N. Baker, S. P. Sevanson and R. H. Thompson. The capital stock is \$10,000.

Seiling, O. T.—The Seiling Ice and Cold Storage Company has been incorporated with \$10,000 capital stock by Louis A. Seiling, C. W. Fonda, F. C. Strauss and M. E. Jacquith.

Oklahoma City, O. T.—The American Ramogan Company has been incorporated with \$200,000 capital stock for the purpose of manufacturing the products of milk. A. J. McMahan, of Oklahoma City; Louis and M. Hoos, of Chicago, Ill., are the incorporators.

Chicago, Ill.—The Chicago Heat, Power and Refrigeration Company has been incorporated with \$10,000 capital stock by W. F. Brennan, F. W. Blocki and J. P. Early.

### ICE NOTES.

Seattle, Wash.—The Northwestern Marine Company will build a large cold storage plant in southeastern Alaska with a capacity of 1,000,000 pounds of fish.

Highlands, Cal.—The Highlands Orange



Growers' Association is preparing to establish a pre-cooling plant to cost around \$30,000.

Quarryville, N. J.—The Horton-Lewis Cream Company of Sussex has purchased the creamery plant of Pound & Thorne, and will make a number of changes and improvements.

Denver, Colo.—The Colorado Ice and Cold Storage Company has received a permit to erect its addition to its plant on West Colfax street.

Charlestown, Ind.—Fire on October 6 destroyed a number of buildings, including Lambert Barnes' ice plant.

Fort Smith, Ark.—The Border City Ice and Cold Storage Company has commenced the erection of a modern cold storage plant. The building will be 60 x 130 feet, three stories high.

Richmond, Va.—The new building of the W. S. Forbes Company is fast nearing completion, and will be ready for occupancy about November 15. The building will contain an ice and cold storage plant.

Newport, R. I.—The Independent Ice and Cold Storage Company has made arrangements to establish a cold storage plant in connection with its ice business.

Mt. Airy, N. C.—The Mount Airy Ice Company will double the capacity of its plant.

Taylor, Tex.—H. Williams and associates have formed a company for the purpose of establishing a large creamery plant here.

Point Pleasant, N. J.—A fire which started in the Ocean County Bottling Works spread to and destroyed the buildings of the Point Pleasant Ice and Coal Company and the cold storage plant of the Ocean Freezing Company. Total loss; partly covered by \$40,000 insurance.

Toledo, O.—The Citizens Ice Company contemplate installing additional machinery, increasing capacity of plant to 250-ton daily.

Aurora, Mo.—The Aurora Light, Power and Refrigerating Company, recently incorporated, will erect a three-story brick building 40 x 80 feet to be used for cold storage; all a one-story ice plant of 10-ton capacity. The cost of buildings and machinery will be about \$25,000.

Buchanan, Va.—J. F. Fitch contemplates establishing an ice plant here.

Hattiesburg, Miss.—The Southern Ice Company recently incorporated with \$50,000 capital stock, will erect a 50-ton ice plant.

Waycross, Ga.—A 50-ton ice plant is to be established here by R. A. Bright of Jacksonville, Ga., and J. W. Smith of Montgomery, Ala.

Peru, Ind.—The Crystal Ice Company has reduced its capital stock to \$20,000.

Camden, Ark.—The Camden Ice and Light Company has organized by electing the following directors: R. L. Moore, James G. Brown, Gus Kohn, A. J. Carter, J. L. Davis, J. O. Hutchinson and W. W. Boyd. The new firm is capitalized at \$25,000.



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**PLANNING AN ABSORPTION ICE PLANT.**

By Wm. S. Luckenbach.\*

As the past season has been one of the most profitable of several years for the manufacture of ice and as ice is universally considered an actual necessity in cities and towns, many additions will doubtless be made to existing plants, and many plants will be installed in new localities. It is chiefly for those contemplating the erection of a plant that this article is written. Those considering the advisability of entering the field of ice manufacture will do well to note the fact that this season's excessive profit is an exception to the general rule and cannot by any means be accepted as a criterion for the future.

**Location of Plant.**

Having decided, however, to enter the business, one of the most important matters to determine is a good location for the plant and, should the machine be of small capacity, from 5 to 10 tons, it should be installed where the local population is large enough to consume the whole output, so that the plant will be able to keep control of the local trade against the competition of larger machines shipping ice from a distance. It is an established fact that the small machine cannot produce ice as economically as a larger one.

After the locality has been selected, it is important to fix the plant at such a location that plenty of water can be had at a reasonable cost. This is especially true of absorption machines, for which the supply should not be less than 7 gallons a minute per ton of ice making capacity, this amount being required to insure proper cooling of the anhydrous gas and the poor liquor. In midsummer the temperature of the cooling water should not be more than 70 degrees F., and for every degree of higher temperature there should be figured about 2 per cent. more water. It is advisable to have the plant located as near a railway as possible, so as to avoid expensive hauling of the fuel and, when part of the product is to be shipped, it is absolutely essential that the hauling distance be very short.

**Boiler Equipment.**

Ample boiler capacity should be provided and there should not be less than 4.5 horsepower capacity per ton of ice, allowing 15 square feet of heating surface per horsepower. A boiler equipment of this size will furnish sufficient steam to drive the machinery and for making distilled water for the ice cans. In case two or more boilers are installed one of them may be cut out for cleaning if necessary.

In connection with the boilers a first-class feed-water heater and purifier is indispensable because it supplies the boiler with hot water at not less than 205 degrees F. and prevents impurities of almost every description from entering the boilers, thus aiding in the economical generation of steam, because the boilers will require less blowing off of hot water into the sewer. A heater also improves the quality of the distilled water, so that there is less work for the filters to do and, above all things else, it leaves the engineer in a comfortable frame of mind, owing to the fact that he knows that at least 80 per cent. of the impurities contained in the water have been precipitated on the plates of the heater before

\*The Engineer.



Every packer wants the most economical refrigerating machinery and which can be depended upon to produce the maximum of capacity with the minimum of cost, and be the simplest and easiest operated.

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the water entered the boiler. For this reason less attention will be required at the blowoff of the boiler and at the filters.

**Pumps and Auxiliaries.**

Most modern plants drive the ammonia and water pumps, air compressors, etc., by motors, but if this cannot be done an economical engine should be selected and connected to a counter shaft from which the different pumps, including the boiler feed, can be driven. This is by far the most preferable method, as steam pumps are wasteful when compared with a belt driven pump. It will, however, be necessary to provide a steam-driven pump or an injector to be used for feeding the boiler in case the engine is not running.

It is well to have the water pump large enough to furnish the required amount of water, by increasing the speed, in case one of the pumps is disabled. If a pump is more than 50 feet from the absorber or condensing coils, a pipe one size larger than that called for should be used to reduce friction and extra work by the pump.

**Location of Machines.**

In installing a plant either for ice or refrigeration, all the machinery, including the ammonia boilers, absorber, exchangers, pumps, etc., should be on the same floor level, and in case of an ice plant the bottom of the freezing tank should be about on a level with the liquor in the absorber, so that any liquor collecting in the coils of the freezing tank will return to the absorber by gravity. If the bottom of the freezing tank is put on the same level as the machinery floor it will be necessary to use extra pressure or to have a vacuum on the absorber, in order to empty the coils in case liquor collects in them. For similar reasons, the condensing coils should be above the freezing tank, so that the whole system works by gravity. These coils should be

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fer & Storage Co.  
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Finlay, Dicks & Co., Ltd.  
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protected from the sun's rays so that the water pumps can run at the minimum speed and still maintain the temperature of the liquid anhydrous ammonia as near that of the cooling water as possible.

To facilitate the filling of the cans, the distilled water tank should be placed high enough above the freezing tank to give about 5 pounds pressure at all times. If possible, the absorber should be protected from the heat of the engine room, as every unit of heat excluded from it adds to the efficiency, so that less cooling water is required to accomplish a given result.

#### Foundations.

Good foundations should be provided, especially for the ammonia boilers and absorber, as these parts of the apparatus are heavy and occupy small floor space in comparison to their size. It is also well to pay attention to the construction of the foundation and the bottom timbers for the brine tank, to secure such stability that the tank will not settle in places and thus disturb the proper level of the brine, so that it runs into the cans. In case, however, the plant has been erected and the bottom tank has settled, it can be remedied temporarily in two ways: First by lowering the level of the brine to that required for the lowest cans, or second, and preferably, by nailing strips on the bottom of the freezing tank so as to bring all the cans to about the same level. It will be seen that the objection to the first method is the exposure of a part of the surface of the cans that are highest out of the brine.

(To be continued.)

#### PRECOOLING PLANT SUCCESSFUL.

The new precooling plant that the Southern Pacific railroad company has built at Roseville, Cal., recently, is proving entirely successful. The plant has a sixteen-ton refrigerating machine, which cools the air, which is then

conveyed to the car by a blower through a large pipe and funnel. Several such plants are in use in southern California, and are in the nature of an experiment. If it proves entirely successful as it is believed it will be, a plant will be built there having a capacity of five tons and with twenty funnels, so that an entire trainload of twenty cars may be precooled at the same time. Other plants will be installed along the line, so that the cars may be carried to the Eastern market with little or no ice, resulting in a great saving in refrigeration. The plant is operated entirely by electric power.

#### ECUADOR'S HIDE EXPORTS.

During the years 1903-1906 Ecuador exported \$1,290,331 worth of dry hides of neat cattle, which went to the following countries:

Countr.	1903.	1904.	1905.	1906.
United States...	\$176,414	\$277,501	\$267,124	\$363,802
Great Britain...	25,478	41,058	40,501	13,888
Germany .....	14,174	13,806	29,683	43,964
France .....	14,779	6,125	8,138	48
All other .....	10	—	1,530	1,326
Total .....	\$230,855	\$289,450	\$346,998	\$423,028

#### A VENEZUELAN MEAT CONCESSION.

Mr. William W. Russell, American minister at Caracas, reports that the Venezuelan Government has granted an important concession to Esteban Herrera Sucre for establishing cold storage plants for preserving meat for exportation. The first plant is to be established in Puerto Cabello, with the privilege of establishing other plants in the other parts of the Republic if rendered necessary by the

increase of exportation for the Panama Canal and other centres of consumption.

Experts in every branch of the packing-house industry can find lucrative employment by keeping an eye on the "Wanted" department, page 128.

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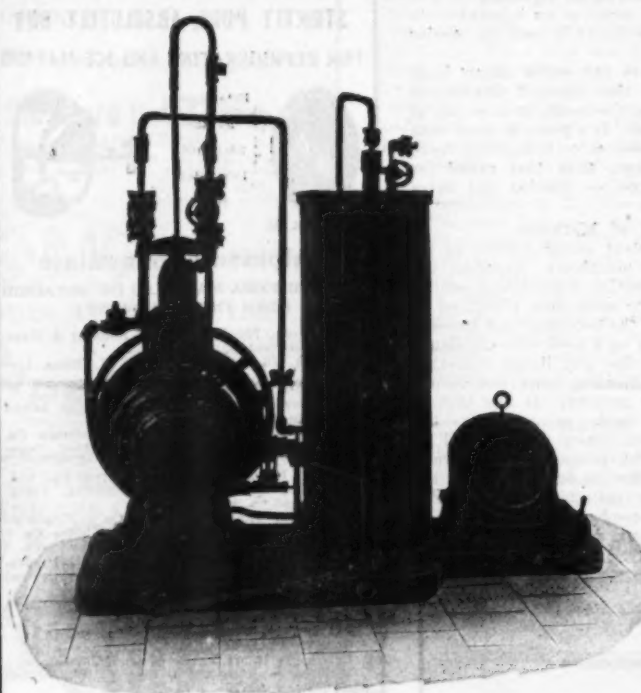
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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard, which is quoted by the cwt. in fcs., pork and beef by the bbl. or tierce, and hogs by the cwt.

**Decidedly Stronger Undertone—Moderate Advance in Prices—Increased Export Demands—Moderate Receipts and Higher Prices of Hogs—Advanced Prices for Feedstuffs—Increasing Speculation in January Option.**

The stronger undertone to the hog products markets, which had appeared as probable for the near future, developed this week.

The held down position of the markets, as it had been shown for some time before, was in face of the relatively high prices for feedstuffs and hog supplies.

It had seemed probable that with the maintenance of a strong tendency of grain and hog markets, and the well recognized full wants of the general food supplies by Europe and this country that it was a question of only a short time for the hog products market to arrange themselves alongside of the already developed other strong market situations of prices.

It has not, however, seemed likely that there would be a very marked bullish tendency of the hog products markets, but only that there would be a moderate advance in the prices in them.

The speculation in the hog products has not been sufficiently general on the part of the outsiders to expect at once, at least, markedly buoyant conditions in the market tendency for them.

There is, however, growing interest on the part of the speculators in the January option, and it may, at length, take on decided vitality, more particularly if the grain markets hold their situations of confidence, and

export activity, or that general feedstuffs supplies and prices become a further factor.

There is good full export demand for lard, and improved foreign interest in meats. Besides the home demands for both lard and meats are fairly general and liberal.

The hog supplies at the packing points are daily running under estimates concerning them, and their prices are higher for the week.

The cost of hogs should, at least, maintain the prices of the products, barring incidental fluctuations from speculation. Indeed with the consideration only of the usual relative difference of prices, the products markets could be easily stimulated.

The high prices for feedstuffs it had been thought would cause a prompt marketing of livestock supplies. But either the livestock had been shipped forward promptly as it came up to marketable average, therefore not for immediate marketing a marked surplus supply, or there is confidence among the shippers concerning ultimate livestock prices and no hurry on their part in accepting the current market rates.

The better prices that have been made for the hogs for the week implies that there is a good deal of confidence in some directions as to the values of livestock, and as it is probably based upon the well recognized future wants of the products, as well as upon the high prices of food products, especially those for grain and feedstuffs generally.

The pure lard has had for the week freer home distributions, as well that it has had increased export demands; the compounds have been also bought freely. The demands

for the products show that wants of home distributors are rapidly getting back to the full volume they had before the late period of uncertainty in commercial and financial affairs.

The compounds maintain a firm line of prices.

It is true that cottonseed oil is upon a somewhat reduced trading basis for the week, but it is not enough so to weaken the prices of the compounds in consideration of the higher cost of oleo stearine, which is now at 9½c. against an 8¼c. price a few weeks since. There is, just now, some firmness in the cottonseed oil prices, as after the decline.

There promises to be liberal production of cottonseed fat. The cotton crop weather continues favorable, with absence of frost.

The present prospects of a cottonseed oil production for the season of at least 3,000,000 barrels refined may mean lower prices for it as the season is advanced. But the fact remains that the supply of the oil through October and November would not be sufficient for any particularly large need of it.

There has been a good deal of selling of crude cottonseed oil by the mills for October delivery at lower prices. The mills had held this crude oil for a protracted time at relatively higher prices than the refined at sea-board and had, at length, to sell because of filled tanks.

The cottonseed supplies are coming out a little more freely, but the prices for them are, as yet, too high for extensive oil productions.

There has been a good demand for the

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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The London sale on Wednesday was cabled as "unchanged," with 1,250 casks sold out of 2,380 casks offered.

The tone of the English market is a little more encouraging to the holding interests, and it is now a fortnight since an important change has happened to it.

The weak tendency in England has seemingly been arrested.

The amount of business in England as shown not only by the public sale, but by reports of private interest, is enlarging. There is not now a particularly burdensome supply of the tallow upon the English markets.

With nothing from the foreign news of a disturbing order the markets in this country, which had been hesitating, are getting in steadier position.

There is no absolute change in prices upon our eastern or western markets from those established by the sales of the previous week. It is becoming rather more difficult, however, to buy the prime grades of the tallow except upon a somewhat firmer basis.

After all the conditions of the market for some time, the fact remains that consumption of the tallow is keeping well alongside of production of it, and particularly so for all of the better grades.

The higher prices for oleo stearine and the full prices for oleo oil tend to careful picking over of fat supplies for their make, on that account the high grades of tallow show less than ordinary productions.

But even the under grades of the tallow are quite reasonable in value by comparison with some other soap materials; this is true not only in the markets of this country, but those of Europe.

It is a fact that cottonseed oil is cheaper in price this week than it was last week, but that it is still relatively higher than ordinarily as compared with the prices of tallow and grease, as concerns near deliveries, although it is lower and ought to invite soapmakers' attention for the January delivery.

Of course there could be expectations of still lower prices of cottonseed oil; indeed, they are held by some trade sources, and they would be further encouraged if frost holds off the cotton crop for a couple of weeks more.

The cotton crop weather for the month up to this writing has been highly favorable for a prospective yield of more than 13,000,000 bales. Besides the cottonseed supplies thus far marketed are of prime quality; therefore an excellent grade of oil is being produced.

The holding off of buying by some soap-

makers of tallow and grease supplies by reason of opinions held concerning cottonseed oil supplies and prices, offsets the tallow position only in the sense that it presents marked quickness to trading.

There seems to be an impression that cottonseed oil is on an attractive basis for soapmakers buying for January delivery, as it is at about  $5\frac{1}{2}$ ¢ per lb. except as the opinion may be that it will go lower under continued favorable cotton crop weather.

The soapmakers at the west are quicker in buying just now the tallow supplies than those in the eastern markets. Nevertheless there is not much New York City hoghead tallow to be had for delivery right away.

The price of this city hoghead tallow is 6¢, as the basis of the last sale of 50 hogheads made this week to a soapmaker at which the contract deliveries will be made.

We had occasion this week to make up the New York City hoghead tallow prices since the beginning of the year, and we present them as likely to be of some interest to general traders as follows: In January the sales were at  $6\frac{1}{2}$ ¢ @ 6 9-10¢; in February at  $6\frac{1}{2}$ ¢ @  $6\frac{1}{2}$ ¢; in March at  $6\frac{1}{2}$ ¢; in April at  $6\frac{1}{2}$ ¢ @  $6\frac{1}{2}$ ¢, 6¢ and  $5\frac{1}{2}$ ¢; in May at 6¢,  $6\frac{1}{2}$ ¢ and  $6\frac{1}{2}$ ¢; in June at  $6\frac{1}{2}$ ¢,  $6\frac{1}{2}$ ¢ and  $6\frac{1}{2}$ ¢; in July at  $6\frac{1}{2}$ ¢ and  $6\frac{1}{2}$ ¢; in August at  $6\frac{1}{2}$ ¢ and  $6\frac{1}{2}$ ¢; in September at  $6\frac{1}{2}$ ¢ and 6¢, and in October, thus far, 6¢. These sales are all with \$2 charge for packages.

Sales this week of 200 tes. choice in Boston for export at  $6\frac{1}{2}$ ¢ and 300 tes. do. at  $6\frac{1}{2}$ ¢, also for export.

The New York City in tierces, special, for export, quoted at  $6\frac{1}{2}$ ¢.

The New York City edible tallow had been sold last week and early this week to the amount of 300 tes. at  $7\frac{1}{2}$ ¢, and it is quite strong as to holding, with perhaps some difficulty in buying further at that price. The supplies of this edible are small, although at the price the export interest is unimportant; therefore the business is for home consumption.

The country made tallow is being taken up with moderate interest at steady prices. Sales for the week of 285,000 lbs. at  $6\frac{1}{2}$ ¢ for fair to prime and choice at  $\frac{1}{2}$ ¢ @  $\frac{1}{4}$ ¢ above the outside price.

**OLEO STEARINE.**—The sales last week in New York added up 280,000 lbs. at  $9\frac{1}{4}$ ¢, and this week 400,000 lbs. at  $9\frac{1}{2}$ ¢.

The advance of  $\frac{1}{4}$ ¢ this week was occasioned by a little unsatisfied demand and from reduced supplies, through the fairly active business for two weeks before. There is some difficulty in selling just now at  $9\frac{1}{4}$ ¢, because the compound makers feel that the late advancing tendency had been of a too rapid order. At the same time there is a disposition on the part of the pressers to hold the stearine firmly on account of reduced stocks.

The consumption of the stearine is fairly liberal, as there is a good, full make of the compounds, which have unabated consumption, despite only a slightly varying pure lard market, which, however, is rather more than it was in the previous week in favor of the selling interests.

Chicago has sold latterly 300,000 lbs. of the stearine at  $9\frac{1}{4}$ ¢,  $9\frac{1}{2}$ ¢ and  $9\frac{1}{2}$ ¢, but only small lots at the  $9\frac{1}{2}$ ¢ price.

**OLEO OIL.**—There is a fairly full holding in Rotterdam, where the consumption is increased. But the pressers are not holding a very marked supply. There is a steady situation of prices. Rotterdam quotes at 56@57 florins, New York quotes at  $9\frac{1}{4}$ ¢ @ 10¢ for the first grade,  $9\frac{1}{4}$ ¢ @  $9\frac{1}{2}$ ¢ for the second grade, and  $8\frac{1}{2}$ ¢ @  $8\frac{3}{4}$ ¢ for third grade.

**GREASE.**—At the decline of last week the market is fairly steady. There is no especial life to trading, as soapmakers are watching the cotton oil market, while finding it lower this week. Besides cotton oil for January delivery is now practically equal to  $5\frac{1}{2}$ ¢ per lb. Quotations: Yellow at  $5\frac{1}{2}$ ¢ @  $5\frac{1}{2}$ ¢; house at  $5\frac{1}{4}$ ¢ @ 6¢; bone at  $5\frac{1}{2}$ ¢ @ 6 3-10¢; "A" white at  $6\frac{1}{2}$ ¢; "B" white at  $6\frac{1}{2}$ ¢.

**LARD STEARINE.**—The lard refiners are slow buyers. There is only a small supply. About  $10\frac{1}{4}$ ¢ @ 11¢ quoted. Sales of 200 tes. western at  $10\frac{1}{2}$ ¢.

**GREASE STEARINE** rather favors buyers, on the late lower cost grease. No material demand for supplies. Yellow at  $6\frac{1}{2}$ ¢; white at  $6\frac{1}{2}$ ¢.

**COTTONSEED STEARINE** is nominal at present. Decided life and market prices depend upon the marketing of new crop.

**LARD OIL.**—There are freer demands from the manufacturing interests and a steady market at 72@74¢ for prime.

**CORN OIL.**—The market is rather soft, as affected partly by the weaker tendency of cottonseed oil prices. Car lots quoted at \$5.60@5.75, and jobbing quantities at \$5.75@5.85.

**PALM OIL.**—Trading is limited to small lots and at generally steady prices, except that Lagos is a little higher. Prime red at  $6\frac{1}{2}$ ¢ @  $6\frac{1}{2}$ ¢; Lagos at 7¢.

**NEATSFOOT OIL.**—There is little of interest to this market. Only small sales are taking place. Quotations: 20 cold test at 90¢; 30 test at 80¢; 40 test at 70¢; prime at 60¢; dark at 50¢.

**COCONUT OIL.**—With the late advance in prices and slackened demands, the market lost buoyancy. Towards the close of the week there were moderate concessions in prices for Cochin on the spot and Ceylon for future deliveries. Ceylon is quoted at 8@8 $\frac{1}{2}$ ¢ on the spot and  $7\frac{1}{2}$ ¢ @  $7\frac{1}{2}$ ¢ for shipments. Cochin at  $9\frac{1}{2}$ ¢ @  $9\frac{1}{2}$ ¢ for spot, and  $9\frac{1}{2}$ ¢ @  $9\frac{1}{2}$ ¢ for shipments.

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#### EXPORTS OF HOG PRODUCTS.

(Continued from page 102.)

Trieste, Austria, 4,636 lbs.; Valparaiso, Chile, 69,810 lbs.; Vera Cruz, Mexico, 41,981 lbs.

PORK.—Barbados, W. I., 62 bbls.; Christiania, Norway, 25 bbls.; Demerara, British Guiana, 311 bbls., 34 tcs.; Hamilton, Bermuda, 18 bbls.; Hull, England, 45 bbls.; Inagua, 23 bbls.; Kingston, W. I., 88 bbls.; Liverpool, England, 50 bbls.; Newcastle, England, 25 bbls.; Port au Prince, W. I., 208 bbls.; Port Limon, Costa Rica, 8 bbls.; Port Antonio, W. I., 9 bbls.; Trinidad Island, 671 bbls.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York for the week ending Wednesday, October 9, 1907, were as follows:

BEEF.—Antwerp, Belgium, 105 bbls., 5 tcs.; Barbados, W. I., 131 bbls.; Bremen, Germany, 900 bbls.; Christiansand, Norway, 25 bbls.; Christiania, Norway, 63 bbls., 10 tcs.; Colon, Panama, 49,774 lbs., 100 tcs., 42 bbls.; Curacao, Leeward Islands, 76 bbls.; Cristobal, Panama, 30,381 lbs.; Demerara, Br. Guiana, 123 bbls., 40 tcs.; Gothenberg, Sweden, 25 bbls.; Glasgow, Scotland, 80 bbls.; Hamilton, Bermuda, 20,117 lbs., 28 bbls.; Hamburg, Germany, 200 bbls.; Havana, Cuba, 10,214 lbs.; Magua, 10 bbls., 20 tcs.; Kingston, W. I., 98 bbls., 116 tcs.; Lagos, Africa, 25 bbls.; Liverpool, England, 768 tcs., 2,514,875 lbs., 200 bbls.; Lisbon, Spain, 15 bbls.; London, Eng., 438,200 lbs., 20 tcs.; Nassau, Bahama, 29 bbls.; Newcastle, England, 25 bbls., 25 tcs.; Port-au-Prince, W. I., 52 bbls.; Port Limon, Costa Rica, 15 bbls.; Port Antonio, W. I., 15 bbls.; Rotterdam, Holland, 35 bbls.; Southampton, England, 1,565,665 lbs.; Stockholm, Sweden, 100 bbls.; Trinidad, Island of, 73 bbls., 15 tcs.

OLEO OIL.—Bergen, Norway, 125 tcs.; Bremen, Germany, 465 tcs.; Constantinople, Turkey, 402 tcs.; Catania, Sicily, 145 tcs.; Christiania, Norway, 70 tcs.; Copenhagen, Denmark, 815 tcs.; Gothenberg, Sweden, 140 tcs.; Glasgow, Scotland, 75 tcs.; Hamburg, Germany, 344 tcs.; Liverpool, England, 21 tcs.; Malmo, Norway, 140 tcs.; Messina, Asia, 130 tcs.; Piraeus, 40 tcs.; Rotterdam, Holland, 1,000 tcs.; Stockholm, Sweden, 140 tcs.; Stavanger, Norway, 70 tcs.; Trieste, Austria, 127 tcs.

OLEOMARGARINE.—Antwerp, Belgium, 1,000 lbs.; Barbados, W. I., 2,180 lbs.; Colon, Panama, 9,585 lbs.; Hamilton, Bermuda, 1,870 lbs.; Magua, 4,100 lbs.; Kingston, W. I., 7,800 lbs.; Matanzas, Cuba, 1,152 lbs.; Port Limon, Costa Rica, 2,800 lbs.; Port-au-Prince, W. I., 5,195 lbs.; Rio Janeiro, Brazil, 1,180 lbs.

TALLOW.—Antwerp, Belgium, 42,775 lbs.; Bremen, Germany, 12,391 lbs.; Callao, Peru, 2,315 lbs.; Cienfuegos, Cuba, 3,374 lbs.;

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Coatzacoalcas, Mexico, 1,914 lbs.; Dantzg, Germany, 16,025 lbs.; Demerara, British Guiana, 2,443 lbs.; Hamburg, Germany, 9,750 lbs.; Havana, Cuba, 4,800 lbs.; La Libertad, Salvador, 33,623 lbs.; Liverpool, England, 47,463 lbs.; London, England, 75,021 lbs.; Manchester, England, 74,808 lbs.; Savanilla, Colombia, 1,063 lbs.; Stettin, Germany, 6,550 lbs.; Trieste, Austria, 43,800 lbs.

#### A TEXAS COTTON OIL VIEW.

(Special Letter to The National Provisioner from W. I. Yopp.)

Dallas, Tex., Oct. 6.—Up to the first of last week crude oil has been in good demand at prices ranging from 39c. to 43c. per gallon, but was principally for September and early October shipment, to be used by the packers of Texas, and when the month of September went out there was hardly a tank of crude oil in the state left unsold; but the demand seems to have been supplied. It seems that oil in the Mississippi Valley and Atlantic states has been selling at 39c. for the first half of October shipment during the last week, and at the same time prices for the last half of October shipment were 39c.; so, when our Texas packers found the mills throughout the state running practically all the time, they undoubtedly lowered prices to a parity with what oil is selling at in the Mississippi Valley.

As a result, Texas crude oil sold yesterday for the last half of October shipment at 35c., and 34c. and 35c. were the best bids obtainable on later shipments.

The rains have stopped, at least temporarily, the movement of seed, and consequently the mills have stopped offering oil as freely. The Texas mills are now up against a hard proposition, as they have been paying fancy prices for seed while they were getting 40c. and 43c. for oil, and are now compelled to sell 8c. to 10c. lower, and as a result they are "between the devil and the deep blue sea," as they recognize the fact that there is a short crop of cotton in Texas and seed is comparatively scarce.

On the other hand, the government and other reliable reports give information to the effect that the cotton crop is much better in other sections of the country, where seed is plentiful and oil is good. The mills in these other sections are buying seed and selling oil at much lower prices than the Texas mills can afford to make so long as they pay the present high prices for seed.

It must be borne in mind that, while there was a big crop of cotton last year everywhere, seeds spoiled almost in every section except Texas and the Territories, so the world had

to come to Texas for edible oil, which accounted for high prices of oil in Texas last season after the Gulf storm in the Atlantic states damaged the seed in that section. It is claimed by some of the largest buyers of oil east of the Mississippi river that crude oil in that section lost on an average of 25 per cent. in refining last season and then made oil unfit for eating purposes. Packers claim now that much more edible oil will be made from the prospective short cotton crop this season than was made from the big crop last year.

As a result refined oil is now selling for March delivery around 39c. and 40c. per gallon, free on board steamer, New York; in other words, futures at these prices are being quoted on the New York Produce Exchange, and when one considers that from 40c. refined oil in New York must be deducted about 3½c. for refining loss, 3½c. for barrels, and 4c. for freight from Texas to New York, it seems that the New York March oil is selling about on a basis of 30c. for February crude oil in Texas.

Every one knows that the Texas crop is short and many South Texas mills will be through with the season's crush by November or December. It is hoped and believed by many that our Texas oil will bring higher prices in the spring than it could be sold for to-day. The man who buys seed, however, with this idea in view is only speculating on what future markets will do.

#### COTTON OIL AND MEAL IN GEORGIA.

On Monday October 7, the pure food law of Georgia, which went into effect on August 1, but inspection on which was suspended until October 1 by Commissioner of Agriculture T. G. Hudson, became rigidly operative and will be strictly enforced. In a special order Commissioner Hudson calls attention to that great cattle feed, cottonseed meal, and states that to be classed as a legal meal it must contain 38.62 per cent. protein, and if it falls below that standard it will be known as a mixed feed and registered as such.

The commissioner will rigidly enforce "the branding of cottonseed oil sold as a salad oil, in order that it may stand on its own merits." This would indicate that the commissioner realizes that cottonseed oil is as palatable and digestible as olive oil, and should not be regarded as an imitation of the latter.



## COTTONSEED OIL

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association

**Buoyancy From a Declining Tendency—Reactions to Weaker Prices—Spurts of Export Demand—Good Cotton Crop Weather—Freer Selling of Crude by the Mills—Rather Easier Seed Prices—Dullness of Compound Makers' Demands.**

The temper of the market was decidedly in favor of buyers up to Wednesday. There had been a decline of one cent per gallon in Tuesday's trading in New York.

On Wednesday there was a reaction to higher prices of about  $\frac{1}{2}$ c. in the early trading and  $\frac{1}{4}$ c. more by the close of the day, through, in part, export demand for near deliveries, prompted by the substantial declines that had taken place in the prices of a few days before.

At the improved trading basis there were at first more sellers than buyers. But by the close of Wednesday there was a good deal of firmness at the advance that had been made, with some little covering of "short" sales. The strength was of an especially decided order for the October and November deliveries. The October delivery sold at an advance to 50c.

Perhaps the protracted strike of the labor element in New Orleans which had been ignored as a factor to the market, is now causing a little concern over the October delivery, with the November delivery sympathizing, whereby the advanced prices for the day for both options, and the later months sympathizing in the scare of the "shorts."

On Thursday the market opened with a further slight improvement in prices and the "shorts" steadily buying, but as the day's business progressed there seemed a disposition on the part of some sellers to let the "shorts" have all they wanted at the improved prices; therefore the latest trading on that day was at lower figures.

The advance in the cotton oil prices in New York on Wednesday and Thursday was in face of the fine weather for the cotton crop, and the steady offerings of crude oil by the mills; therefore it seemed as if there would be soon a reaction to weakness for other than the October deliveries.

The lull in export demand before this week had been occasioned by the weaker prices for Sesame and peanut oils in Europe. The decline for these oils had been, about three weeks since, in the principal foreign markets about 6 francs, or equal to about 4c. per gallon and there had been no important recovery from it.

Just now the Sesame and peanut oils show steady European market prices; besides there is an advance of 6d. in linseed in the English market.

With the lower prices in this country for the cottonseed oil early in the week there was started some export demand.

The export demand, as noted, seemed to be more for early deliveries; on that account it appeared that there was a little urgent need of the oil, and that there was some disinclination of the foreign markets to contract further materially for late future deliveries of it.

It would seem as if the foreign markets were inclined to take the chances of the cotton crop weather, possible seed supplies and productions, than to figure in material degree for late future deliveries of the oil at the current prices for them, however lower the prices are now than they were a few weeks since.

Yet the foreign market would probably buy quite freely the oil supplies if they were assured that market conditions were fairly settled for them, as the cottonseed oil is cheap at its current trading basis, especially

the new crop months of it by relation with the sesame and peanut oils of Europe.

Besides that, Europe, although it has contracted this season for about 250,000 barrels refined cottonseed oil from this country for deliveries from October to March, chiefly from December to March, has generally a short supply and needs liberal filling in.

By the condition of the manufactured goods business in Europe, which is of a full, healthy order, the light and less than usual supplies of the cotton oil held by it, with the relative prices of competing oils in all markets abroad, there is every prospect that Europe will buy this season more of the cottonseed oil in this country than it bought last year.

The European markets are simply waiting, as concerns more important dealings than at present, for absolute conditions in this country of market prices for the oil.

The cotton crop weather for the next two weeks will probably settle opinions concerning the future of the prices.

The moderate export demand which prevailed this week for special near deliveries of the cotton oil was more for the prime grade than it was for the edible qualities.

The export demand, such as it was, proved about the only trading for consumption of marked importance. The compound makers do not appear at all exercised in buying by the recent lower tendency of prices or by the little excitement, as alluded to, that followed them.

All buying interests would be quickened in trading if the weather conditions should turn suddenly adverse to the cotton crop, as the current prices for the oil are looking a little bit attractive to the buyers of it. The restraint that is shown in buying is only from the feeling that there could be further

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Atlanta, 1895. Paris, 1900.  
Buffalo, 1901. Charleston, S. C., 1902.  
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  - "APEX"—Prime Summer Yellow Oil
  - "HULME"—Choice Winter White Oil
  - "NONPAREIL"—Choice Winter Yellow
  - "WHITE DAISY"—Prime Summer White Oil
  - "EXCELSIOR"—Summer White Soap Oil
- (Our "SNOWFLAKE" is unequalled for cooking purposes)

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substantial declines in prices for the oil if the cotton crop weather holds along through next week as favorably as it is at present for a large yield of the staple and products.

Moreover, up to the present time the seed supplies as had are substantially all of prime quality; therefore the grade of oil turned out is of choice quality and losing less than usual in refining.

Probably the most significant feature of the week has been the changed attitude of the mills as to selling crude oil.

It will be recollected that up to last week the mills were unwilling sellers of the crude oil, while asking relatively higher prices for it than the market prices for the refined at the seaboard.

There was at length liberal selling of the crude that had accumulated in tanks.

Fully 300 tanks of the crude oil have been sold for spot and October delivery, as covering the offerings of the mills all through the south. The prices on these sales dropped from 38c. to 34c. for spot and the October delivery.

At this writing there are some offers to sell either spot or remainder of October delivery of crude at 34c., with November quoted at about 32c. and December at 31c. Yet some of the mills are becoming a little firmer in their views, because of the advance in the refined in the New York market, and are asking  $\frac{1}{2}$ @1c. more money. There is, however, considerable crude in small lots on offer for bids, and it would seem as if the production is steadily increasing. Moreover, that more of the crude oil than is wanted at present is on offer at the inside prices of the week, however that other mills are asking more money.

This permitted liberal buying of crude at the mills at the lower prices was one reason for the increased desire early in the week to sell the refined in New York at the then declining prices.

But there was some of the crude bought against previous sales in New York of the refined.

The decline in the prices of the crude oil would not have been as important probably as it was shown to be had not the tanks of many of the mills been full through protracted holding; therefore it was necessary for the mills to get facilities for storing their steady productions.

The refiners had found until the late decline in prices for the crude oil that refined was relatively lower in New York and had been neglecting the market for important qualities of the crude.

The more important decline than had been expected by the mills in the prices of the crude oil makes them hesitate in buying seed supplies at their held prices; therefore not all of the mills are active as yet in the way of production.

There is continued irregularity in the prices of the seed, with some sections getting high prices; the mills that are compelled to have seed supplies against oil contracts necessarily need full prices for them.

But, on the whole, we think there is more of a disposition to sell the seed, especially in the southeast sections, or where the cotton crop is practically assured a liberal one.

The range of prices for the seed is all the way from \$17 to \$26 per ton.

There seems little doubt but that with ten or twelve days more of fine weather for the cotton crop that there will be increasing desire to sell seed supplies, which now are held too high for present and prospective market values of the seed products.

It is well understood that the southwest section, because of the damage done to its cotton crop, is holding both the cotton and seed supplies rather arbitrarily in many instances. The southeast is a prompt seller of cotton, although it is making for its seed supplies somewhat extreme prices.

It remains to be seen just how much of the urgent demand for cotton the southeast will supply before the southwest gets ready to sell its holdings in a general free way.

But as concerns the offerings of the seed supplies in the southwest there is usually more of a disposition to sell them promptly than in the southeast and the exception is, as noted, as shown this season.

It would seem as if the soapmakers of this country would soon get to buying the cottonseed oil for future deliveries. The price of the oil is now for the January delivery about  $5\frac{1}{4}$ @ $5\frac{1}{4}$ c. per lb., and this is substantially lower than the price of grease. The oil is higher for prompt delivery, of course, than the prices of grease and tallow.

It is quite probable that the soapmakers would be buyers at once of the future deliveries if they could feel that the prices of the oil were fully settled to the lowest basis. The soapmakers, however, apprehend if the weather keeps all right for the cotton crop for a few days more, that the oil prices will be even more in their favor.

A turn in the weather conditions against the cotton crop would, however, likely send the oil market higher; therefore the holding off of any line of home buyers for liberal supplies for consumption.

The chances of the extent of the cotton crop from weather conditions are being taken quite generally by the home consumers.

The selling the refined oil market "short" early this week, and before it, which had been done in substantial volume because of the good cotton crop prospects, and the lower prices for crude had been a little more general than usual in following the leaders.

But there is still more or less of a "long" interest, and some little portion of the "short" interest was protected in the excitement of Wednesday's and Thursday's markets.

As concerns such moderate foreign demand as has been had for the week in the refined in New York, it has been more from Marseilles and the Mediterranean generally, and for the prime yellow grade.

Rotterdam, which has been the slowest buyer for this season of the edible grades, is becoming to make urgent inquiry for them, more particularly for the early deliveries, as evidently needing a supply for prompt use.

The tallow markets have a little steadier undertone for the week because of "unchanged" prices and increasing trading in England. The New York City hoghead tallow is now rather firm, with 6c. bid.

The pure lard market looks more encouraging for strong prices, with advanced prices for the week.

The prospects of the trading in the com-

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pounds enlarging in volume with consequent good consumption of cottonseed oil by the compound makers, is encouraged by this weeks' prospective situation of the lard market.

As before remarked, however, the compound makers are seemingly holding off this week in free, full buying of the cotton oil because of the bright prospects of the cotton crop.

The edible grades of the cottonseed oil in New York as they are being sold at present moderately to Europe are realizing 4@5c. above the prices that are quoted in an appended list of sales of the prime yellow grade for the white oil, and 3@4c. above the prime yellow for the butter grade and winter yellow.

The advance in the prices of linseed in London, as alluded to, brings the market there for October and November shipments to 45s. 9d. for La Plata and 47s. for Calcutta, with the linseed oil at 25s. 3d.

The Hull (England) market has declined a little for the cottonseed oil, and is now quoted at 26s. 6d. for naked.

### New York Transactions.

On Saturday, 5th, the market showed very little variation. In instances the prices were 1/4c. lower and they were otherwise unchanged. The trading was more in the way of protecting contracts.

Sales of 200 bbls. prime yellow, November, at 43 3/4c.; 100 do., 43 1/2c.; 100 bbls. October, at 44c.; 100 bbls. December at 40 3/4c.; 300 bbls. January at 39 1/2c.; 300 bbls. March at 39 1/2c.; 200 do. at 39 1/2c.; 500 bbls. May at 40c.

Closing prices for prime yellow October at 40@40 1/2c.; November at 43 1/2@43 3/4c.; December at 40 1/2@41c.; January at 39 1/4@39 1/2c.; March at 39 1/2@39 3/4c.; May at 40@40 1/4c.

Off yellow, October at 43@48c.

Good off yellow, October at 45@49c.

The sales the day before of prime yellow had been 100 bbls. October 40 1/4c.; 2,000 bbls. January at 39 1/2c. and 39 1/4c.; 1,000 bbls. March at 39 1/2c.; 100 bbls. May at 40c.; 200 bbls. November at 43 3/4c.

On Monday the market after opening steady became easy and declined about 1/4c. Sales of 300 bbls. prime yellow December at 40 3/4c.; 700 bbls. do. at 40 1/2c.; 100 do. at 40 1/4c.; 100 do. at 40 3/4c.; 500 bbls. January at 39 1/4c.; 100 do., 39 1/2c.; 600 do., 39 1/4c.; 600 do., 39 1/2c.; 600 bbls. March at 39 3/4c.; 600 do. at 39 1/2c.; 200 bbls. May at 39 3/4c.

Closing prices for prime yellow, October, 40@40 1/2c.; November at 43 1/4@43 3/4c.; December at 40 1/4@40 3/4c.; January at 39@39 1/2c.; March at 39 1/4@39 3/4c.; May at 39 1/2@39 3/4c.

Off yellow, October at 44@48 1/2c.

Good off yellow, October at 45@49c.

On Tuesday there was marked depression, with a decline in prices of fully one cent per gallon. There was a good deal of pressure to sell on continued good cotton crop weather,

short export demands for the oil, and freer disposition of the mills to sell crude.

Sales of 102 bbls. prime yellow October at 48c.; 100 bbls. prime yellow November at 43 1/4c.; 200 do. at 43c.; 600 do. at 42 1/2c.; 100 do. at 42 3/4c.; 400 do. at 42 1/2c.; 100 bbls. December at 40c.; 300 bbls. January at 39c.; 300 do. at 38 1/2c.; 800 do. at 38 1/4c.; 300 bbls. March at 39 3/4c.; 300 do. at 39c.

Closing prices for prime yellow October at 47 1/2@48c.; November at 42@42 1/2c.; December at 39 1/4@39 3/4c.; January at 38@38 1/4c.; March at 38 1/4@38 3/4c.; May at 38 1/2@39 1/4c.

Off yellow October at 40@47 1/2c.

Good off yellow October at 43@47c.

On Wednesday the market opened strong and advanced about 1/2c. through some urgent export demand. But the rise in prices brought out free offers to sell and the market eased up a little. At the close a firm tone had been regained, with a further advance of 1/2c., and the best prices of the day prevailing.

Sales early of 300 bbls. prime yellow October at 48c.; 700 bbls. November at 42 1/2c.; 1,100 bbls. March at 39c.; 100 bbls. May at 39c.

Afterwards sales of 100 bbls. October at 48 1/2c.; 100 do., 49c.; 300 do., 49 1/4c.; 100 do., 50c.; 100 bbls. November, 42 1/4c.; 600 do., 42 1/2c.; 200 do., 42 3/4c.; 100 bbls. December, 40c.; 700 bbls. January, 38 3/4c.; 100 do., 39c.; 100 bbls. March, 39 1/4c.; 500 bbls. May, 39 1/2c.

Closing prices: For prime yellow October, 49@49 1/2c.; November, 42 1/2@43c.; December, 40@40 3/4c.; January, 38 3/4@39 1/4c.; March, 39@39 1/2c.; May, 39 1/4@39 3/4c.

Off yellow October, 44@49c.

Good off yellow October, 46@49c.

On Thursday the market opened stronger and at least 1/4c. higher, with "shorts" steadily covering. There were quite free sellers at the higher prices and the short interest

was abated. The market closed more in the buyer's favor. Sales: 200 bbls. prime yellow October at 50c.; 800 bbls. November at 43c.; 100 do. at 43 1/4c.; 1,600 do. at 43c.; 200 bbls. Dec. at 40 3/4c.; 100 do. at 40 1/2c.; 1,200 bbls. May at 39 3/4c.

Closing prices: For prime yellow, October at 50@50 3/4c.; November at 42 1/4@43c.; December at 40 1/4@40 3/4c.; January at 38 1/2@39c.; March at 38 3/4@39 1/4c.; May at 39 1/4@39 3/4c.

Off yellow, October at 44@50c.

Good off yellow, October at 46@50c.

(Continued on page 116.)

### COTTONSEED PRODUCTS EXPORTS.

Completed official figures of cottonseed products exports for the month of August and for the seven months of the year to September 1 are given herewith. The figures include exports of oil, cake and meal; linters are now included by the government statisticians in the figures of cotton exports and cannot be given separately. These totals do not of course show the quantity of cottonseed oil which figures in exports of such allied products as lard compounds, oleomargarine, etc. The figures follow:

	August, 1907.	August, 1906.
Cottonseed oil, gals.....	776,265	1,940,141
Value .....	\$416,058	\$721,232
Cottonseed, oilcake and meal		
lbs. ....	22,639,294	25,676,501
Value .....	277,392	323,933

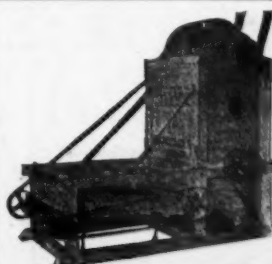
For the eight months ending with August:

	This Year.	Last Year.
Cottonseed oil, gals.....	26,901,205	28,894,407
Value .....	11,745,627	8,896,727
Cottonseed, oil cake and meal.		
lbs. ....	807,587,593	577,174,444
Value .....	10,153,843	7,045,988

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**COTTONSEED OIL EXPORTS**

Exports of cottonseed oil for the week ending October 9, 1907, and for the period since Sept. 1, 1907, and for the same period of 1906-07 were as follows:

Port.	For week.	Since Sept. 1, 1907.	Sept. 1, 1906, to Sept. 1, 1907.
Antwerp, Belgium .....	—	50	608
Asuncion, Venezuela .....	7	7	20
Bahia, Brazil .....	—	48	—
Barbados, W. I. ....	22	90	42
Beirut, Syria .....	—	25	—
Buenos Ayres, Arg. Rep. ....	101	516	204
Cape Town, Cape Colony .....	—	62	53
Cardenas, Cuba .....	—	11	—
Cayenne, French Guiana .....	—	8	77
Christiania, Norway .....	25	25	475
Ciudad Bolivar, Venezuela .....	—	27	4
Colon, Panama .....	—	22	70
Copenhagen, Denmark .....	26	61	—
Corinto, Nicaragua .....	3	17	14
Cristobal, Panama .....	62	62	—
Demerara, British Guiana .....	181	270	311
Dublin, Ireland .....	—	150	—
Fort de France, West Indies .....	—	121	86
Galatz, Roumania .....	100	100	100
Genoa, Italy .....	50	470	299
Gibraltar, Spain .....	—	25	55
Glasgow, Scotland .....	125	175	—
Guadeloupe, West Indies .....	—	185	144
Hamburg, Germany .....	25	150	540
Havana, Cuba .....	88	190	72
Havre, France .....	20	245	315
Magua, West Indies .....	18	18	—
Jamaica, West Indies .....	—	3	—
Kingston, West Indies .....	90	307	306
La Guaira, Venezuela .....	50	57	33
Liverpool, England .....	50	50	481
London, England .....	200	400	121
Malta, Island of .....	—	90	76
Marseilles, France .....	—	3,467	6,049
Martinique, West Indies .....	47	287	94
Melbourne, Australia .....	—	43	—
Montevideo, Uruguay .....	62	186	386
Nuevitas, Cuba .....	—	10	14
Port Antonio, Jamaica .....	3	3	6
Port au Prince, West Indies .....	—	4	5
Port Limon, Costa Rica .....	40	56	59
Progreso, Mexico .....	40	40	—
Rio Grande do Sul, Brazil .....	57	57	—
Rio Janeiro, Brazil .....	113	382	733
Rotterdam, Holland .....	—	615	1,825
St. Johns, N. F. ....	—	49	—
St. Kitts, West Indies .....	—	43	52
San Domingo City, San Dom. ....	—	821	—
Southampton, England .....	100	350	—
Stockholm, Sweden .....	—	25	—
Trieste, Austria .....	—	50	100
Trinidad, Island of .....	15	48	—
Valetta, Maltese Island .....	—	24	25
Valparaiso, Chili .....	6	480	1,133
Vera Cruz, Mexico .....	6	6	22
Wellington, New Zealand .....	—	17	—
Totals .....	1,769	11,025	14,531

**From New Orleans.**

Belfast, Ireland .....	50	50	—
Hamburg, Germany .....	510	1,380	280
Havana, Cuba .....	250	322	243
Liverpool, England .....	—	500	10
London, England .....	1,100	1,100	—
Marseilles, France .....	—	100	1,000
Rotterdam, Holland .....	—	2,100	1,650
Vera Cruz, Mexico .....	—	345	—
Totals .....	2,219	6,097	3,163

**From Baltimore.**

Bremerhaven, Germany .....	—	100	—
Rotterdam, Holland .....	—	62	200

**From Newport News.****COTTONSEED OIL SITUATION.**

(Special Letter to The National Provisioner from Asprey & Co.)

New York, Oct. 10, 1907.—In our last circular we pointed out that the market was apt to steady somewhat during the coming week. As a matter of fact, the decline continued early in the week, due to heavy offering of prompt and October crude, but on short covering and heavy European orders, a violent reaction took place yesterday which carried prices for almost all the deliveries except the November delivery, back to last week's level. The November delivery stayed behind the remainder of the list, being depressed by the free offering of October crude. There has been large sales during the week of prompt and October crude at 34½@34c. We believe that the purchases made by refiners at these prices have filled them up fairly well for the time being.

The October delivery of refined oil in New York gets to be more and more interesting. This delivery is so congested that almost anything may happen to it. There are those that believe in a five-cent drop and others that look for a squeeze with a resulting higher level. No doubt the rest of the list

will act in sympathy with the October deliveries which is subject to manipulation, and the outlook is therefore quite uncertain. Barring manipulation we should, however, have a fairly steady market.

We quote at noon-to-day as follows: Prime summer yellow cottonseed oil, October, 50c. sales; November, 43c. sales; December, 40½c. bid, 41c. asked; January, 39c. sales; March, 39½c. bid, 39½c. asked; May, 39½c. sales. We further quote: Prime winter yellow cottonseed oil, 55c.; prime summer white cottonseed oil, 57c.

**SOUTHERN MARKETS****New Orleans.**

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 10.—Crude oil easier; 34c. for immediate, 33c. for prompt, 32c. for October delivery; buyers indifferent. Meal unchanged, \$27.75, long ton, ship's side. Cake lower, \$26.50, long ton, ship's side. Hulls lower, \$6 per ton loose; \$3.50 sacked.

**Memphis.**

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 10.—Cotton oil market weak. Prime crude, 35c. for prompt shipment. Choice meal, \$24.50@25. Hulls \$5@5.25, loose.

**Kansas City.**

(Special Wire to The National Provisioner.)

Kansas City, Mo., Oct. 10.—Crude oil market broke badly during the week, October offering at 35c., with 33½@34c. bid, according to location.

**Columbia.**

(Special Wire to The National Provisioner.)

Columbia, S. C., Oct. 10.—Crude oil is active at 34@34½c. for October; 32½c. for early November; 31½c. for November and December bid. Active trading at prices named. Meal \$24, f. o. b. mill; market dull. Hulls, \$5.50 asked; little trading.

**Atlanta.**

(Special Wire to The National Provisioner.)

Atlanta, Ga., Oct. 11.—Crude oil market steady at 34c. for October; 32c. for November, basis prime. Trading rather free. Meal, \$23.50 f. o. b. shipping points. Hulls \$7 loose at Atlanta.

**Dallas.**

(Special Wire to The National Provisioner.)

Dallas, Texas, Oct. 11.—Prime crude oil, October, 34@35c.; November, 32@33c.; Cake, loose, prime, \$25.25; choice, \$25.50. Meal, prime, \$27; choice, \$27.50. October oil well sold up; November, very little sold or offered.

**CABLE MARKETS****Rotterdam.**

(By Cable to The National Provisioner.)

Rotterdam, Oct. 10.—Cottonseed oil market is easy. Sales of spot butter oil, 43 florins; prime summer yellow, 41 florins; off oil, 37½ florins. Later deliveries, or from December to March, quoted butter oil at 35½ florins; white oil, 35½ florins; prime summer yellow, 32½ florins; off oil at 31½ florins.

**Antwerp.**

(By Cable to The National Provisioner.)

Antwerp, Oct. 10.—Cottonseed oil market—no buyers. Off oil offered at 63 francs.

**Hamburg.**

(By Cable to The National Provisioner.)

Hamburg, Oct. 10.—Cottonseed oil market is steady. Sales of white oil and butter oil

58 marks; prime summer yellow, at 54 marks; off oil at 52 marks; November to May deliveries.

**Marseilles.**

(By Cable to The National Provisioner.)

Marseilles, Oct. 10.—Cottonseed oil market is steady. Prime summer yellow quoted at 64½ francs; winter at 70½ francs, January to June deliveries.

**Liverpool.**

(By Cable to The National Provisioner.)

Liverpool, Oct. 10.—Cottonseed oil market is steady. Sales of white oil at 28s.; prime summer yellow at 25½s.; off oil at 24½s., January to March deliveries. Fair demand for soap at 11¼@11½s. for next year's deliveries.

**A DAMP-PROOF GLUE FOR CANS.**

Every packer of meats and other edibles knows the contrary behavior of the adhesives employed in sticking labels to tin cans. An improved formula, therefore, for the preparation of a satisfactory adhesive should come as a welcome addition to their formulary.

It is not generally known that a fair knotting varnish free from surplus oil is by far the best adhesive for fixing labels, especially on metallic surfaces. It dries instantly, insuring a speedy job. It has great tenacity, and is not only absolutely damp-proof itself, but is actually repellent of moisture to which all water pastes are subject. It costs a trifle more, but the additional expense is often infinitesimal compared with the satisfactory results.

**THE VALUE OF NEW IDEAS.**

Some people always ridicule everything they see or hear that is new to them. Do not for a single instant allow yourself to be influenced by such ridicule, for it is merely the way some people have of showing their superior knowledge, and they generally wind up by showing that they have no knowledge.

Just bear in mind that there is not a single great invention now in existence which has not been mercilessly ridiculed by hundreds and thousands of people, and still the success was just as sure as though nothing had been said which was detrimental.

Do not dodge the new ideas, no matter what your associates may say of them, for it is the new idea of to-day which is the necessity of to-morrow, and those who take the trouble to cultivate the new ideas, and get all possible information, are in a position to make the most out of them.

New ideas are being hatched every second, and you do not need to wait for something brilliant to come from your own brain. The good idea of any other man, if well applied to your business, will do it just as much good as though your own brain did the work.

The man who feels that no ideas are worth trying on his business unless they originate with him, is not usually a success. It is the man who can quickly grasp the idea of another and at once change it so it will apply to his own business who usually gets the most benefit from it, and gives his business the reputation of being up to date.

Packhouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through the "Wanted and For Sale" department on page 128.



# HIDES AND SKINS

(Daily Hide and Leather Market)

## Chicago.

**PACKER HIDES.**—There continues to be a fair demand for most varieties at firm prices. Native steers and cows are held especially strong as cattle receipts run mostly to branded varieties. Late salting native steers are firm and unchanged at 14½¢, while some packers continue to talk 15¢, having declined recent bids at ¼¢ less. One of the big packers sold a car of February natives at 11¼¢ and a small packing concern moved 3 cars of June, July, August and early September natives at 14½¢. No further sales are reported of Texas steers. Packers are firm at 13, 11 and 10¢, respectively for the three weights when sold together, but heavies are in scant supply and to sell these alone holders demand a premium. Last trading in butt brands was at 12¢ and the market is considered firm on that basis. Colorados are strong. 3,000 October salting sold at 11¢ and bids at the same figure have been declined for more. Two packers are both holding October takeoff Colorados at 11¼¢, as they considered these cheap as compared with heavy Texas steers at 13¢. The big packer previously mentioned is asking 10¢ for September branded cows and outside tanners are reported to be bidding 9¼¢ for early September or late August takeoff. Last sizable trading in branded cows was at 9¼¢. There is nothing new in native cows and the market on these is closely sold up. Heavy cows rule unchanged at 12½¢. Last sales of lights were at 12¢, but a big packer who is about the only holder at present, continues to ask 12¼¢ for a few he has on hand. Native bulls are quiet and unchanged with no late sales to establish a market price. Branded bulls are held by some of the packers at 10¢ with last sales at 9¼¢.

**LATER.**—A car of October packer heavy native cows sold at 12¼¢, an advance of ¼¢. Country buffs are scarce and large dealers will not offer 50 lb. and up weights.

**COUNTRY HIDES.**—The stronger tendency noted yesterday continues to prevail and sales are reported of the more undesirable weights at ¼¢ advance. One car of 50@60 lb. cows sold at 10¼¢ which registers an advance of ¼¢ on these and places regular selection buffs firmly on the same basis. One of the smaller dealers sold a car of 50 lb. and up cows running mostly seconds at 10¼¢. The dealers might include weights 45@60 lbs. at 10¼¢. The entire market is about ¼¢ higher than a week ago. Last trading in hides 25 lbs. and up at Western points was at 10¢ selected and delivered to Western tanneries with other lots moved at 10¢ f.o.b. selected. Regular 40@60 lb. buffs are reported to be in meager supply and best quality stock is held at 10½¢, though this figure is somewhat above the actual market. There have been no late sales of regular heavy cows and the last asking figure

was these was 10½¢. Short haired heavy steers are held at 11½¢. Extremes are scarce and wanted with a recent sale at 11¢ and the market established on that basis. Bulls are held on a range of 9½@10¢ on selection, according to quality of different lots.

**DRY HIDES.**—There are offerings of sole leather hides on this market at 18 and 17¢.

**CALF SKINS.**—There is a good demand reported for both calf and kip with a strong undertone prevailing to the market. Receipts are said to be falling off and both Chicago city and prime outside city skins are held at 15½¢. Ordinary outside cities are quoted at 15¼¢. Country skins are quoted on a range of 14½@14¾¢, and in a few cases prime mixed lots of countries and outside cities are held at 15¢. Deacons rule unchanged at 85@90¢ and \$1.05@1.10. Prime fall kips are selling up to 12½¢, with other lots bringing around 12¢.

**SHEEPSKINS.**—There has been a fairly steady demand of late for packer pelts with last transactions at \$1.15@1.20 for lambs and \$1.25 for sheep of late September and October takeoff. Western lambs lately sold from Missouri River points at \$1.10@1.15. The receipts of country pelts are limited but trading is also backward. Sheep and lambs sell at 90¢ and down.

**HORSEHIDES.**—Market somewhat firmer at \$3.75@3.85.

## New York.

**DRY HIDES.**—No further sales have been made of common varieties, but there are still fair sized holdings here amounting to about 21,000. The River Plate market is firmer and advancing, however, and cables state that speculators are operating there. A sale is reported to have recently been made here of 3,000 prime winter haired Cordovas, 15 per cent. seconds at 19½¢, c.&f., but these hides are now being held at 20¢ and Montevideos, 30 per cent. seconds are held at 19¼¢ c.&f. and Buenos Ayres, 30 per cent. seconds at 19¢ c. & f.

**CITY PACKER HIDES.**—No further sales have been made and the market rules firm.

**COUNTRY HIDES AND CALFSKINS.**—The market is considered about ¼¢ stronger with good lots of New York State cows not obtainable under 9¼¢ flat as some held at 10¢ flat. Calfskins are strong with New York cities quotable at \$1.32½, \$1.72½ and \$1.95, 12@16 lb. kips, \$3.55 and 16 lb. and up kips, \$3.40. Some choice country skins held \$1.20, \$1.60 and \$1.80.

## European Markets.

There is a stronger market throughout Europe on both hides and skins and cable advices are that further advances have occurred in calfskins at auctions.

## Boston Hide Market.

Prime Ohio buffs are firm at 10¼¢ and best Ohio extremes at 11¼@11½¢. A better feeling continues in Southern. Regular lots are quoted at 8¼@8½¢ and some Southern from Northern points are held at 8¼¢. Far Southern points last sold at 8¢.

## NAVY CONTRACTS AWARDED.

Although the Navy Department has as yet made no final awards of contracts for provisions for the fleet which is to sail for the Pacific soon, the following assignments have been provisionally made and have been marked on the books. The list, however, is not complete:

Conron Bros. Company, New York City, 50,000 lbs. turkeys. Bid, \$9,240. Thirty-four bidders.

Armour & Company, Chicago, Ill., 1,000,000 lbs. frozen fresh beef. Bid, \$70,800. Two bidders.

Swift & Company, Chicago, Ill., 100,000 lbs. fresh mutton. Bid \$8,980. Forty-nine bidders.

Armour & Company, Chicago, Ill., 50,000 lbs. canned bacon. Forty-nine bidders.

Joseph E. Morris & Company, 300,000 lbs. smoked hams. Bid \$43,470. Thirty-five bidders.

Armour & Company, Chicago, Ill., 40,000 lbs. chipped beef. Bid \$11,788. Two bidders.

## PRODUCERS PAY FOR SLANDERS.

Leslie's Weekly has the following comment to make on the falling off of the meat exports of the United States:

"Attacks on the beef and pork packers by a sensational romancer, confessedly founded on misstatements, led to a furious outbreak by the press against one of the principal industries of the United States, and caused the following shrinkage in meat exports: bacon, \$9,000,000; canned beef, \$5,000,000; pork, \$1,000,000; other canned meats, \$1,000,000; salted and pickled beef, \$1,000,000; lard, \$3,000,000; in all \$20,000,000. As these products were all primarily from the farms of the West and South a part of the loss, at least, fell on the producers. Perhaps their experience will teach them not to lend such willing ear to every sensational creed that the muck-rakers may send out hereafter."

## U. S. EMERGENCY RATION.

The Armour Packing Company is now engaged in filling an order for 100,000 emergency rations to be delivered at the Brooklyn Navy Yard October 31. This ration is the one tested by the army. It contains condensed food sufficient for one day's subsistence for one man. As its name implies, it is an "emergency" ration and is not to be used save in the event of failure to secure subsistence from the usual sources.

## BEEF PRICES IN CHICAGO.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, Oct. 5, averaged 7.03 cents per pound.

## BUTCHERS AND HIDE DEALERS

Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carrol S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletins.

## SALT!

There are many grades but only one RETSOF; it has been the standard for twenty years.

Hides salted with Retsof usually command a premium, for they come up plump and clean.

We can supply any quantity from our numerous distributing points.

INTERNATIONAL SALT CO.  
SCRANTON, PA. or CHICAGO

## EMIL KOHN

Buyer of

## Calfskins and Hides

Get my prices before you sell. Can use any quantity. Will pay to New York Butchers

## The Highest Prices

Warehouse: 89 Gold Street      Office: 150 Nassau St., New York

# Chicago Section

## STOCKS OF PROVISIO

Official reports of stocks of provisions on hand at various centres at the end of September received too late for publication in the last issue of The National Provisioner, are given below. They indicate diminished stocks as compared with a month previous, but largely in excess of those of a year ago. The figures are summarized as follows for the chief centers:

PORK, BBLs.			
	Sept. 30, 1907.	Aug. 31, 1906.	Sept. 29, 1906.
Chicago	50,139	59,426	46,524
Kansas City	2,945	3,808	1,723
Omaha	2,627	2,962	1,766
St. Joseph	1,586	1,854	830
Milwaukee	2,574	5,003	2,359
Total	60,873	72,253	53,202
LARD TIERCES.			
Chicago	110,398	133,380	67,064
Kansas City	12,208	15,335	9,851
Omaha	2,196	3,601	795
St. Joseph	7,627	7,000	4,391
Milwaukee	10,781	10,745	899
Total	143,190	170,061	83,040
CUT MEATS, POUNDS.			
Chicago	103,765,220	116,408,638	81,766,558
Kansas City	45,501,100	57,286,200	34,280,700
Omaha	40,039,512	48,327,211	26,089,501
St. Joseph	37,960,300	43,477,580	28,082,503
Milwaukee	19,014,437	24,137,725	11,575,300
Total	246,280,569	289,637,354	181,795,622

### Omaha.

	Sept. 30, 1907.	Sept. 29, 1906.
Mess, pork, bbls.	207	50
Other kinds bbl. pork	2,420	1,716
P. S. lard "contract" tcs.	1,186	126
Other kinds lard, tcs.	1,010	669
Short rib middles, lbs.	3,953,377	2,941,556
Short clear middles, lbs.	814,992	371,576
Extra S. C. middles, lbs.	4,958,748	2,259,709
Extra S. R. middles, lbs.	2,936,995	2,608,536
Long clear middles, lbs.	64,699	.....
Dry salt shoulders, lbs.	1,222,434	648,626
S. P. shoulders, lbs.	1,018,438	658,953
S. P. hams, lbs.	8,647,078	5,871,774
D. S. bellies, lbs.	4,052,113	2,016,668
S. P. bellies, lbs.	1,222,021	1,680,717
S. P. Calif. or picnic hams, lbs.	2,389,744	1,681,421
S. P. skinned hams, lbs.	5,881,764	2,890,177
Other cut meats, lbs.	3,777,410	2,459,788
Total cut meats, lbs.	40,039,812	26,089,501

### Live Hogs.

	Sept., 1907.	Sept., 1906.
Received	153,405	129,917
Shipped	16,160	15,902
Driven out	137,245	114,015
Average weight	263	253

### St. Joseph.

	Sept. 30, 1907.	Sept. 30, 1906.
Mess pork (new) made since Oct. 1, '06, bbls.	41	.....
Other kinds of barreled pork, bbls.	1,547	830
P. S. lard in storage tanks and tierces, made since Oct. 1, '06, tcs.	5,434	3,833

Other kinds of lard, tcs.	2,193	558
Short rib middles and rough or backbone—short rib middles made since Oct. 1, '06, lbs.	7,077,067	5,312,502
Short clear middles, lbs.	481,243	999,568
Extra short clear middles made since Oct. 1, '06, lbs.	3,738,677	1,615,531
Extra short rib middles, lbs.	1,745,549	3,196,414
Long clear middles, lbs.	86,695	75,455
Dry salted shoulders, lbs.	871,611	157,102
S. P. hams, lbs.	7,526,000	4,689,874
S. P. shoulders, lbs.	82,180	125,276
D. S. bellies, lbs.	4,362,425	2,167,141
S. P. bellies, lbs.	1,347,995	1,114,135
S. P. Calif. or picnic hams, lbs.	1,243,230	1,556,846
S. P. skinned hams, lbs.	3,351,120	1,733,095
Other cuts of meats, lbs.	6,046,508	5,340,624

Total weight cuts of meats	37,960,300	28,083,563
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### Live Hogs.

Received	128,849	108,614
Shipped	15,047	3,802
Driven out	113,880	104,818
Average weight, lbs.	248	230

## SLAUGHTER FIGURES FOR SEPTEMBER.

Official reports of movements of livestock and slaughters at principal centers for the month of September show the following summary:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	186,227	33,516	355,901	282,306
Kansas City	141,383	26,658	134,815	272,394
Omaha	80,678	.....	137,245	104,633
St. Louis	89,462	.....	62,237	43,514
St. Joseph	38,910	9,797	113,802	51,863
St. Paul	15,298	591	75,118	735
St. Paul	78,017	5,701	30,721	15,344
Total Sept., 1907.	629,975	76,263	909,839	770,698
Same time, 1906.	501,380	54,627	890,191	556,177

\*Calves not separately reported.  
The summary for the nine months of the year follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,559,475	334,690	4,282,342	2,331,746
Kansas City	954,909	112,038	2,177,201	863,096
Omaha	596,796	.....	1,842,416	820,952
St. Louis	573,923	.....	1,062,179	389,023
St. Joseph	317,245	42,116	1,403,845	507,441
St. Paul	127,317	3,014	805,113	21,444
St. Paul	73,128	31,685	608,704	97,376
To't & mos., 1907.	5,999,739	823,443	12,381,800	5,031,078
Same time, 1906.	3,721,248	461,369	11,680,976	5,134,021

\*Calves not separately reported.

Detailed reports are as follows:

Chicago.				
Receipts.				
Sept., 1907.	319,062	30,820	479,554	443,727
Sept., 1906.	297,240	30,163	453,723	466,943
Jan.-Sept., 1907.	2,381,391	351,786	5,484,942	3,001,065
Jan.-Sept., 1906.	2,346,836	323,248	5,551,958	3,347,062
Shipments.				
Sept., 1907.	132,805	3,304	123,603	161,422
Sept., 1906.	118,740	3,717	96,097	187,032
Jan.-Sept., 1907.	1,024,916	16,796	1,202,600	669,319
Jan.-Sept., 1906.	971,315	13,695	1,457,822	854,582
Consumed at Chicago.				
Sept., 1907.	186,227	33,576	355,901	282,306
Sept., 1906.	178,500	26,446	337,020	279,911
Jan.-Sept., 1907.	1,559,475	334,690	4,282,342	2,331,746
Jan.-Sept., 1906.	1,375,521	309,553	4,064,136	2,492,480
Average weight of hogs: Sept. 1907, 253 lbs.; Sept., 1906, 248 lbs.				

Kansas City.				
Receipts.				
Sept., 1907.	316,311	49,256	150,536	184,319
Sept., 1906.	240,851	33,454	140,899	148,603
Jan.-Sept., 1907.	1,781,287	188,497	2,244,490	1,181,906
Jan.-Sept., 1906.	1,590,368	154,452	2,035,317	1,195,536

Shipments.				
Sept., 1907.	174,928	22,598	15,711	87,965
Sept., 1906.	120,417	13,285	3,687	84,734
*Jan.-Sept., 1907.	549,175	23,945	.....	200,049
*Jan.-Sept., 1906.	396,685	11,102	.....	152,683

Consumed at Kansas City.				
Sept., 1907.	141,383	26,658	134,815	272,394
Sept., 1906.	123,485	19,326	135,902	88,784
Jan.-Sept., 1907.	954,909	112,038	2,177,201	863,096
Jan.-Sept., 1906.	944,298	91,599	1,971,661	887,303
Average weight of hogs: Sept., 1907, 216 lbs.; Sept., 1906, 211 lbs.				

\*Feeders.

St. Louis.*				
Receipts.				
Sept., 1907.	152,557	.....	141,238	56,582
Sept., 1906.	128,509	.....	111,965	41,816
Jan.-Sept., 1907.	861,334	.....	1,585,213	464,088
Jan.-Sept., 1906.	783,360	.....	1,445,494	455,183

Shipments.				
Sept., 1907.	63,005	.....	79,001	13,038
Sept., 1906.	48,356	.....	31,014	10,186
Jan.-Sept., 1907.	287,411	.....	523,034	75,065
Jan.-Sept., 1906.	267,515	.....	478,550	90,848

Consumed at East St. Louis.				
Sept., 1907.	89,462	.....	62,237	43,514
Sept., 1906.	80,143	.....	80,981	31,630
Jan.-Sept., 1907.	573,923	.....	1,062,179	389,023
Jan.-Sept., 1906.	415,545	.....	966,944	394,335

\*National Stock Yards, Ill.

Omaha.				
Receipts.				
Sept., 1907.	140,197	.....	153,405	356,927
Sept., 1906.	102,931	.....	129,917	332,143
Jan.-Sept., 1907.	893,901	.....	1,801,847	1,410,380
Jan.-Sept., 1906.	725,517	.....	1,998,875	1,395,987

Shipments.				
Sept., 1907.	56,828	.....	16,160	249,464
Sept., 1906.	40,754	.....	15,902	241,768
Jan.-Sept., 1907.	297,105	.....	50,431	580,437
Jan.-Sept., 1906.	193,509	.....	164,672	668,961

Consumed at Omaha.				
Sept., 1907.	80,678	.....	137,245	104,633
Sept., 1906.	59,154	.....	114,015	89,723
Jan.-Sept., 1907.	596,796	.....	1,842,416	820,952
Jan.-Sept., 1906.	532,008	.....	1,834,203	725,026
Average weight of hogs: Sept., 1907, 263 lbs.; Sept., 1906, 253 lbs.				

St. Joseph.				
Receipts.				
Sept., 1907.	58,295	10,644	128,849	93,150
Sept., 1906.	49,837	5,948	108,614	90,248
Jan.-Sept., 1907.	439,888	45,308	1,563,541	692,276
Jan.-Sept., 1906.	382,404	35,719	1,470,789	607,351

Shipments.				
Sept., 1907.	19,355	847	15,047	41,287
Sept., 1906.	12,368	440	3,802	39,116
*Jan.-Sept., 1907.	68,821	972	1,571	69,555
*Jan.-Sept., 1906.	62,530	1,911	1,341	56,034

Consumed at St. Joseph.				
Sept., 1907.	38,910	9,797	113,802	51,863
Sept., 1906.	37,459	5,508	104,818	54,132
Jan.-Sept., 1907.	317,245	42,116	1,403,845	507,441
Jan.-Sept., 1906.	278,665	32,796	1,422,870	516,848
Average weight of hogs: Sept., 1907, 248 lbs.; Sept., 1906, 230 lbs.				

\*Feeders included.

**PACKING HOUSE AND MARKET AUDITS**  
Accounting, Factory Cost, Payroll and Time-  
Keeping systems designed and installed.  
**SPECIAL AND PERIODICAL AUDITS MADE**  
**THE CENTRAL AUDIT CO.**  
211 Royal Insurance Bldg., Chicago  
We are practical Packing House Accountants.

**Simplex**  
**Sausage Seasoning**  
A New, Pure Food Seasoning.  
ASK FOR INFORMATION TODAY  
HARRY HELLER & CO., CHICAGO

**SAUSAGE BAGS**  
**HAM AND BACON COVERS**  
Any shape and material  
Write us for samples and prices  
**NEUBURGER MANUFACTURING CO.**  
100 Franklin St., Chicago



**St. Paul.**  
**Receipts.**

	Cattle.	Calves.	Hogs.	Sheep.
Sept., 1907.....	100,470	8,837	80,943	124,066
Sept., 1906.....	75,251	5,229	33,449	118,174
Jan.-Sept., 1907..	299,541	—	603,826	228,212
Jan.-Sept., 1906..	274,832	—	605,644	316,555

**Shipments.**

Sept., 1907.....	81,433	3,136	222	108,722
Sept., 1906.....	64,868	1,909	1,333	106,292
Jan.-Sept., 1907..	198,347	—	16,764	197,035
Jan.-Sept., 1906..	189,654	—	13,477	280,740

**Consumed at St. Paul.\***

Sept., 1907.....	78,017	5,701	30,721	15,344
Sept., 1906.....	12,381	2,705	32,161	10,972
Jan.-Sept., 1907..	73,128	31,685	608,704	97,376
Jan.-Sept., 1906..	66,611	24,108	596,315	131,710

Average weight of hogs: Sept., 1907, 230 lbs.; Sept., 1906, 241 lbs.

\*Includes St. Paul and Duluth butchers and outside packers.

**Sioux City.****Receipts.**

	Cattle.	Calves.	Hogs.	Sheep.
Sept., 1907.....	41,171	1,023	91,974	15,850
Sept., 1906.....	31,505	1,011	72,106	3,502
Jan.-Sept., 1907..	312,218	5,181	1,074,062	46,477
Jan.-Sept., 1906..	290,223	4,739	919,334	34,951

**Shipments.**

Sept., 1907.....	22,669	24	16,856	12,575
Sept., 1906.....	19,233	346	9,421	1,879
*Jan.-Sept., 1907..	143,616	1,064	441	13,873
*Jan.-Sept., 1906..	129,102	1,263	108	5,906

**Consumed at Sioux City.**

Sept., 1907.....	15,298	591	75,118	735
Sept., 1906.....	10,258	642	62,694	1,025
Jan.-Sept., 1907..	127,317	3,014	895,113	21,444
Jan.-Sept., 1906..	108,600	3,316	798,541	22,319

Average weight of hogs: Sept., 1907, 277 lbs.; Sept., 1906, 270 lbs.

\*Including feeders.

**WASTE LARD FROM FULLERS' EARTH.**

Lard is refined by mixing it with fullers' earth, heating the mixture, and pressing it into cakes. These cakes are heated with carbon tetrachloride in a tank, and the solution obtained is filtered through a filter press which retains the fullers' earth. The filtrate is distilled to recover the carbon tetrachloride, the residue being the pure lard.

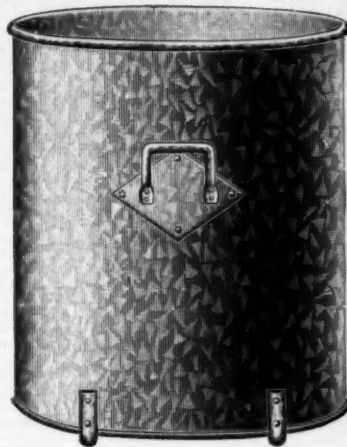
The fullers' earth cakes contained in the filter press frequently retain considerable quantities of lard which do not pass through the press. The method in use to recover this is to force carbon tetrachloride through the press without loosening the filter plates. The filtrate is distilled as before to recover the solvent, and deposit the lard.

**A COMPLETE TRAMRAIL SYSTEM.**

That the Randall Tramrail Company's system of overhead tracking for packinghouses and cold storage rooms is meeting with popular approval is evidenced by the demand for this system in packinghouse installations. Among the large contracts recently completed is one for the Henry Muhs Packing Company's plant at Passaic, N. J., and one for Kingan & Company at Washington, D. C.

Many novel features in switches, conveyors, ham trees, sausage trees, smokehouse doors, rollers, cattle hoists, windlasses, etc., are found in this company's output. Compactness with simplicity and rapidity of operation have been aimed at by the designers of the tramrail system. One has but to see one of these systems in operation, and he is convinced that this aim has been attained.

Bulletins and catalogues describing and illustrating the many excellent features of the system and the other appliances sold by R. T. Randall & Co., general sales agents, will be furnished on request addressed to No. 331 North Second street, Philadelphia, Pa.



IT is better to obey  
the law than to wish  
you had.

When substantial, sanitary trimming cans for fat, bones, etc., are so easily obtainable there is no excuse for your not obeying the Health Laws—not even the price of the cans should interfere.

Note the steel runners on the bottom of the can. They lift the can from the floor and make it easy to slide when heavily loaded.

Write for our P-H Can descriptive leaflet and prices.

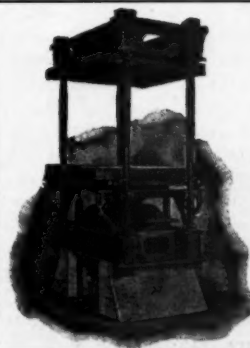
**American Can Company**

New York

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Local Sales Offices in Principal Cities

**HYDRAULIC PRESSES**

For Tankage, Fertilizer, Cracklings, Lard, Tallow and for every purpose where heavy pressure is required

Made in five sizes; for operation either by hand or by power. Write for Catalogue and further information

**Thomas-Albright Co.,** Goshen, Indiana

Eastern Representative, R. S. REDFIELD

26 Cortlandt St.,

New York, N. Y.

**A LEATHER PRESERVING COMPOUND.**

United States Patent No. 895,881, Serial No. 379,197, claims the invention of a leather preserving and finishing compound composed

of boiled linseed oil, vaseline, lampblack, and an essential oil to impart an odor thereto and neutralize the odor of the linseed oil. This compound should be rubbed in thoroughly.

## CHICAGO LIVESTOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 30.....	30,975	2,408	32,753	39,000
Tuesday, Oct. 1.....	9,660	1,400	16,110	37,072
Wednesday, Oct. 2.....	22,563	1,734	20,321	28,975
Thursday, Oct. 3.....	9,514	1,107	14,579	17,763
Friday, Oct. 4.....	5,847	881	10,497	6,886
Saturday, Oct. 5.....	410	343	5,561	824

Total last week.....	76,769	7,568	100,821	130,112
Previous week.....	64,251	8,287	100,325	118,442
Cor. week 1906.....	62,126	8,067	106,680	179,490
Cor. week 1905.....	75,547	8,222	114,872	156,677

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 30.....	7,950	59	8,862	10,175
Tuesday, Oct. 1.....	5,001	261	3,718	13,325
Wednesday, Oct. 2.....	6,456	62	7,061	13,175
Thursday, Oct. 3.....	7,217	204	6,201	10,074
Friday, Oct. 4.....	5,483	332	5,016	6,332
Saturday, Oct. 5.....	1,852	8	2,904	1,069

Total last week.....	33,689	926	33,967	54,773
Previous week.....	30,365	866	30,943	53,984
Cor. week 1906.....	35,133	1,001	20,428	94,028
Cor. week 1905.....	27,938	1,190	21,374	79,361

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Year to date.....	2,427,670	356,800	5,543,449	3,068,700
Year ago.....	2,408,593	331,122	5,648,151	3,523,042
Combined receipts of hogs at eleven points:				
Week ending October 5.....				367,000
Week previous.....				358,000
Year ago.....				340,000
Two years ago.....				368,000
Year to October 5.....				18,820,000
Same period 1906.....				17,771,000
Same period 1905.....				17,655,000
Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:				
Week Oct. 5, 1907.....	213,500	263,400	287,600	28,600
Week ago.....	219,000	256,800	335,900	33,000
Year ago.....	202,000	229,900	364,000	39,000
Two years ago.....	231,800	301,300	319,400	39,400
Total this year.....	6,883,000	14,080,000	6,971,000	
Total last year.....	6,331,000	13,681,000	7,458,000	

## CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Week ending October 5, 1907.....	16,700	12,000	2,700
Swift & Co.....	2,700	2,000	2,100
Anglo-American.....	2,900	2,000	2,100
Boyd-Lunham.....	2,900	2,000	2,100
H. Boone & Co.....	2,900	2,000	2,100
Hammond & Co.....	2,900	2,000	2,100
Morris & Co.....	2,900	2,000	2,100
Roberts & Oake.....	2,900	2,000	2,100
S. & S.....	2,900	2,000	2,100
Western Packing Co.....	2,900	2,000	2,100
Omaha Packing Co.....	2,900	2,000	2,100
Other packers.....	2,900	2,000	2,100
Totals.....	70,800	73,000	87,200
Week ago.....	73,000	78,000	102,900
Year ago.....	78,000	87,200	102,900
Two years ago.....	102,900	102,900	102,900
Total for year.....	4,240,100		

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week Oct. 5, 1907.....	\$6.15	\$5.15	\$5.15	\$7.15
Previous week.....	6.10	5.15	5.05	6.95
Year ago.....	5.45	5.30	4.95	6.75
Two years ago.....	5.20	5.30	4.70	6.70
Three years ago.....	5.25	5.30	3.75	6.15

## CATTLE.

Good to prime steers.....	\$6.50@7.25
Fair to good steers.....	5.75@6.50
Inferior to plain steers.....	4.50@5.50
Range steers.....	4.75@5.90
Texas steers.....	4.25@5.25
Plain to fancy cows.....	3.50@5.00
Plain to fancy yearlings.....	5.00@6.50
Plain to fancy heifers.....	3.75@5.50
Good to choice feeders.....	3.75@4.95
Fair to choice stockers.....	2.50@3.75
Good cutting and fair beef cows.....	2.50@3.75
Common to choice bulls.....	2.25@3.50
Calves, common to fair.....	3.50@6.00
Calves, good to fancy.....	6.00@8.50

## HOGS.

Heavy packing sows, 250 lbs. and up.....	\$5.95@6.20
Choice to prime heavy shipping barrows.....	6.30@6.70
Mixed packers, with barrow tops, 225 lbs. and up.....	6.20@6.55
Light barrow butchers, 200 lbs. and up.....	6.50@6.85
Choice to light barrows and smooth sows, 150 to 200 lbs.....	6.50@6.80
Rough sows and coarse stags, 300 to 400 lbs.....	5.25@5.75
Thresh-outs, all weights.....	4.00@5.25
Pigs, 60 to 90 lbs.....	4.50@5.75
Pigs, 90 to 135 lbs.....	5.70@6.50

## SHEEP.

Good to prime wethers.....	\$5.00@5.50
Fair to good wethers.....	4.85@5.00
Fair to prime ewes.....	4.75@5.25
Good to prime native lambs.....	6.25@7.30
Fair to good native lambs.....	6.00@6.25
Range lambs.....	6.75@7.40
Range wethers.....	4.85@5.25
Feeding lambs.....	4.25@6.00
Cull lambs.....	5.00@5.50
Bucks and stags.....	3.50@5.50
Yearlings.....	5.50@6.25
Breeding ewes.....	3.30@6.25

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, OCTOBER 5, 1907.

PORK—(Per bbl.)—				
	Open.	High.	Low.	Close.
October.....	14.06	14.05	14.05	14.05
January.....	15.25	15.27½	15.25	15.27½
LARD—(Per 100 lbs.)—				
October.....	8.87½	9.00	8.87½	9.00
November.....	9.00	9.10	9.00	9.07½
January.....	8.75	8.77½	8.75	8.77½
RIBS—(Boxed, 25c. more than loose)—				
October.....	7.85	7.92½	7.85	7.92½
January.....	7.87½	7.95	7.87½	7.92½
May.....	8.17½	8.20	8.17½	8.17½

MONDAY, OCTOBER 7, 1907.

PORK—(Per bbl.)—				
October.....	14.12½	14.12½	14.12½	14.12½
January.....	15.27½	15.35	15.27½	15.30
LARD—(Per 100 lbs.)—				
October.....	9.05	9.05	9.02½	9.02½
November.....	9.12½	9.15	9.10	9.10
January.....	8.80	8.82½	8.77½	8.80
RIBS—(Boxed, 25c. more than loose)—				
October.....	7.97½	7.97½	7.90	7.90
January.....	7.95	8.00	7.95	7.95
May.....	8.20	8.22½	8.20	8.20

TUESDAY, OCTOBER 8, 1907.

PORK—(Per bbl.)—				
October.....	14.12½	14.12½	14.12½	14.12½
December.....	14.30	14.30	14.30	14.30
January.....	15.30	15.35	15.30	15.35
LARD—(Per 100 lbs.)—				
October.....	9.05	9.05	9.02½	9.02½
November.....	9.12½	9.15	9.12½	9.15
January.....	8.82½	8.85	8.82½	8.82½
RIBS—(Boxed, 25c. more than loose)—				
October.....	7.85	7.87½	7.85	7.85
January.....	7.97½	7.97½	7.97½	7.97½
May.....	8.20	8.22½	8.20	8.22½

WEDNESDAY, OCTOBER 9, 1907.

PORK—(Per bbl.)—				
October.....	14.12½	14.12½	14.12½	14.12½
January.....	15.45	15.60	15.45	15.60
LARD—(Per 100 lbs.)—				
October.....	9.17½	9.20	9.17½	9.20
November.....	9.17½	9.20	9.17½	9.20
January.....	8.85	8.92½	8.85	8.92½
May.....	9.10	9.12½	9.07½	9.12½
RIBS—(Boxed, 25c. more than loose)—				
October.....	8.00	8.10	8.00	7.90
January.....	8.25	8.35	8.25	8.35

THURSDAY, OCTOBER 10, 1907.

PORK—(Per bbl.)—				
October.....	15.70	16.15	15.70	14.50
January.....	16.05	16.50	16.05	16.10
LARD—(Per 100 lbs.)—				
October.....	9.20	9.20	9.20	9.20
November.....	9.25	9.25	9.22½	9.25
January.....	9.02½	9.15	9.00	9.12½
May.....	9.20	9.37½	9.20	9.37½
RIBS—(Boxed, 25c. more than loose)—				
October.....	7.85	7.95	7.85	7.90
January.....	8.15	8.27½	8.15	8.22½
May.....	8.45	8.47½	8.40	8.47½

FRIDAY, OCTOBER 11, 1907.

PORK—(Per bbl.)—				
October.....	16.10	16.12	15.90	15.92
January.....	16.45	16.50	16.15	16.27
LARD—(Per 100 lbs.)—				
October.....	9.20	9.22	9.20	9.22
January.....	9.12	9.12	9.02	9.05
RIBS—(Boxed, 25c. more than loose)—				
October.....	7.92	8.02	7.92	8.02
January.....	8.25	8.35	8.12	8.15

## CHICAGO PROVISION LETTER.

(Special Letter to The National Provisioner From C. D. Forayth &amp; Co.)

Chicago, Oct. 9, 1907.—We quote to-day's market as follows: Green hams, 10@12 ave., 10; 12@14 ave., 9½; 14@16 ave., 9¼; 18@20 ave., 9¼; green picnics, 5@6 ave., 6¼; 6@8 ave., 6½; 8@10 ave., 6½; 10@12 ave., 6½; green New York shoulders, 10@12 ave., 7¼; 12@14 ave., 7¼; green skinned hams, 16@18 ave., 9½; 18@20 ave., 9½; No. 1 S. P. hams, 8@10 ave., 11¼; 10@12 ave., 10¼; 12@14 ave., 10¼; 14@16 ave., 9½; 18@20 ave., 9½; No. 2 S. P. hams, 10@12 ave., none; 12@14 ave., 9¼; 14@16 ave., 9½; No. 1 S. P. skinned hams, 10@18 ave., 10; 18@20 ave., 10¼; 20@22 ave., 10¼; 22@24 ave., 10¼; 24@26 ave., 10; 26@28 ave., 9¼; No. 1 S. P. picnics, 5@6 ave., 6¼; 6@7 ave., 6¼; 6@8 ave., 6½; 7@9 ave., 6½; 8@10 ave., 6½; 10@12 ave., 6¼; No. 1 S. P. N. Y. shoulders, 8@10 ave., 7; 10@12 ave., 7; 12@14 ave., 7; S. P. clear bellies, 6@8 ave., 14¼; 8@10 ave., 13½; 10@12 ave., 12¼.

Prices on S. P. meats are all loose, f. o. b., Chicago.

## CHICAGO RETAIL FRESH MEATS.

NOTE.—It is difficult to quote flat retail figures applicable to the whole of the city, every market having a practically different scale according to location, class and volume of trade, etc.

Native Rib Roast.....	16	20
Native Stirlon Steaks.....	16	20
Native Pot Roasts.....	8	10
Rib Roasts from light cattle.....	10	12½
Beef Stew.....	5	8
Boneless Corned Briskets, Native.....	5	10
Corned Rumps, Native.....	5	10
Corned Ribs.....	5	8
Corned Flanks.....	5	8
Round Steaks.....	10	12½
Round Roasts.....	10	12½
Shoulder Steaks.....	8	10
Shoulder Roasts.....	8	10
Shoulder Neck End, Trimmed.....	5	7
Roiled Roast.....	10	12½

## Lamb.

Hind Quarters, Spring Lamb.....	\$2.35
Fore Quarters, Spring Lamb.....	1.50
Hind Quarters.....	.16
Fore Quarters.....	.12½
Legs, fancy.....	.15
Stew.....	.08@10
Shoulders.....	.15
Chops, Ribs and Loin.....	.35
Chops, Frenched.....	.15 each

## Mutton.

Legs.....	.14
Stew.....	.08
Shoulders.....	.10
Hind Quarters.....	.12½
Fore Quarters.....	.10
Rib and Loin Chops.....	.20

## Pork.

Pork Loin.....	.15
Pork Chops.....	.16
Pork Tenderloins.....	.30
Pork Butts.....	.14
Spare Ribs.....	.11
Blades.....	.08
Hocks.....	.09
Pigs' Heads.....	.06
Leaf Lard.....	.12½

## Veal.

Hind Quarters.....	.14
Fore Quarters.....	.10
Legs.....	.16
Breasts.....	.08
Shoulders.....	.10
Outlets.....	.20
Rib and Loin Chops.....	.16

## Butchers' Offal.

Suet.....	5
Tallow.....	4
Mixed Bone and Tallow.....	1¼
Calfskins, 8 to 15 lbs.....	14½
Calfskins, under 8 lbs (deacons).....	75

## SOUTH WATER STREET MARKETS.

## Live Poultry.

Chickens—Spring.....	@11
Turkeys.....	@12
Fowls.....	@11
Roosters.....	@7
Ducks.....	@10
Geese, per dozen.....	\$5.00@7.00

## Iced Poultry.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

## Carcass Beef.

Good Native Steers	@ 9 1/2
Western Steers	@ 8
Native Steers, Medium	@ 9 1/2
Helpers, Good	@ 9
Western Cows	@ 7
Hind Quarters	1.75 over Straight Beef
Fore Quarters	1.25 under Straight Beef

## Beef Cuts.

Steer Chunks	@ 7 1/2
Cow Chunks	@ 5 1/2
Boneless Chunks	@ 4 1/2
Medium Plates	@ 4 1/2
Steer Plates	@ 5
Cow Rounds	@ 8
Steer Rounds	@ 9 1/2
Cow Loins, Medium	@ 13
Steer Loins, Heavy	@ 10 1/2
Beef Tenderloins, No. 1	@ 23
Beef Tenderloins, No. 2	@ 20
Strip Loins	@ 8 1/2
Shin Butts	@ 12 1/2
Shoulder Clods	@ 8
Rolls	@ 11
Rump Butts	@ 9
Trimming	@ 4 1/2
Shank	@ 4
Cow Ribs, Heavy	@ 11 1/2
Cow Ribs, Common Light	@ 8
Steer Ribs, Light	@ 15 1/2
Steer Ribs, Heavy	@ 10 1/2
Loins Ends, steer-native	@ 11 1/2
Loins Ends, cow	@ 10
Hanging Tenderloins	@ 5
Flank Steak	@ 10

## Beef Offal.

Livers	@ 3 1/2
Hearts	@ 3
Tongues	@ 12
Sweetbreads	@ 18
Ox Tail, per lb.	@ 4 1/2
Fresh Tripe-plain	@ 2 1/2
Brains	@ 4
Kidneys, each	@ 4
Brains	@ 4

## Veal.

Heavy Carcass Veal	6 1/2 @ 7
Light Carcass	@ 8
Good Carcass	@ 11
Good Saddle	@ 12
Good Saddle	@ 13
Medium Racks	@ 8
Good Racks	@ 9

## Veal Offal.

Brains, each	@ 4
Sweetbreads	@ 50
Plucks	@ 30
Heads, each	@ 15

## Lamb.

Medium Caul	@ 10 1/2
Good Caul	@ 11 1/2
Round Dressed Lamb	@ 13 1/2
Saddle Caul	@ 12
B. D. Lamb Saddle	@ 15
Caul Lamb Racks	@ 9
B. D. Lamb Racks	@ 11
Lamb Fries, per pair	@ 10
Lamb Tongues, each	@ 3
Lamb Kidneys, each	@ 2

## Mutton.

Medium Sheep	@ 9
Good Sheep	@ 10
Medium Saddle	@ 11
Good Saddle	@ 11 1/2
Good Racks	@ 9
Mutton Legs	@ 12
Mutton Stew	@ 6
Mutton Loins	@ 11
Sheep Tongues, each	@ 3
Sheep Heads, each	@ 5

## Fresh Pork, Etc.

Dressed Hogs	9 1/2 @ 9 1/2
Pork Loins	@ 14
Leaf Lard	@ 22
Tenderloins	@ 9
Spare Ribs	@ 9
Butts	@ 11 1/2
Hocks	@ 6
Trimming	@ 8
Tails	@ 4
Snouts	@ 4
Pigs' Feet	@ 3
Pigs' Heads	@ 7
Blade Bones	@ 6
Cheek Meat	@ 5
Hog Plucks	@ 2
Neck Bones	@ 2
Skinned Shoulders	@ 9 1/2
Pork Hearts	@ 3
Pork Kidneys	@ 3
Pork Tongues	@ 7
Slip Bones	@ 3 1/2
Tail Bones	@ 4
Brains	@ 4
Backfat	@ 8 1/2
Hams	@ 12
Calas	@ 8 1/2
Bellies	@ 12
Shoulders	@ 9 1/2

## SAUSAGE.

Columbia Cloth Bologna	@ 7
Bologna, large, long, round and cloth	@ 7
Choice Bologna	@ 8

Viennas	@ 9
Frankfurters	@ 9
Blood, Liver and Headcheese	@ 7 1/2
Tongue	@ 9
White Tongue	@ 9
Minced Sausage	@ 10
Prepared Sausage	@ 11
New England Sausage	@ 11
Compressed Luncheon Sausage	@ 11
Special Compressed Ham	@ 11
Berliner Sausage	@ 10
Boneless Sausage	@ 14 1/2
Oxford Sausage	@ 14 1/2
Polish Sausage	@ 8 1/2
Garlic	@ 8 1/2
Smoked Sausage	@ 9
Farm Sausage	@ 18
Pork Sausage, bulk or link	@ 9
Pork Sausage, short link	@ 9 1/2
Special Prepared Sausage	@ 9
Boneless Pigs' Feet	@ 7 1/2
Hams, Bologna	@ 8 1/2

## Summer Sausage.

Best Summer, H. C. Medium Dry	@ 15
German Salami, Medium Dry	@ 15
Holsteiner	@ 12
Mettwurst, New	@ 9
Farmer	@ 13
Italian Salami, New	@ 20
Monarque Cervelat	@ 9

## Sausage in Oil.

Smoked Pork, 1-50	\$4.50
Smoked Pork, 2-20	4.00
Bologna, 1-50	3.50
Bologna, 2-20	3.00
Frankfurt, 1-50	5.00
Frankfurt, 2-20	4.50

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$7.75
Pickled Plain Tripe, in 200-lb. barrels	4.40
Pickled H. C. Tripe, in 200-lb. barrels	6.85
Pickled Ox Lard, in 200-lb. barrels	10.00
Pickled Pigs' Snouts, in 200-lb. barrels	12.00
Lamb Tongue, Short Cut, barrels	34.00

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	\$1.37 1/2
2 lbs., 1 or 2 doz. to case	2.50
4 lbs., 1 doz. to case	4.70
6 lbs., 1 doz. to case	8.00
14 lbs., 1/2 doz. to case	18.00

## EXTRACT OF BEEF.

1-oz. jars, 1 doz. in box	\$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	6.50
8-oz. jars, 1/2 doz. in box	11.00
16-oz. jars, 1/4 doz. in box	22.00
2, 5 and 10-lb. tins	1.75 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200 lb. bbls.	@ 11.50
Plate Beef	@ 11.00
Extra Mess Beef	@ 9.00
Prime Mess Beef	@ 8.50
Beef Hams	@ 12.00
Rump Butts	@ 15.70
Mess Pork	@ 16.00
Clear Fat Backs	@ 16.00
Family Back Pork	@ 16.00
Bean Pork	@ 18.00

## LARD.

Pure leaf, kettle rendered, per lb., tes	@ 10 1/2
Pure leaf	@ 9 1/2
Lard substitute, tes	@ 9
Lard compound	@ 9
Cooking oil, per gal., in barrels	@ 63
Barrels, 1/2 c. over tierces; half barrels, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	

## BUTTERINE.

Nos. 1 to 6, natural color	9 @ 16
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## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)

Clear Bellies, 14@16 avg.	@ 11 1/2
Clear Bellies, 18@20 avg.	@ 10
Rib Bellies, 14@16 avg.	@ 10 1/2
Rib Bellies, 18@20 avg.	@ 9 1/2
Fat Backs, 12@14 avg.	@ 8 1/2
Regular Pigs	@ 7
Short Clears	@ 6
Butts	@ 6 1/2
Bacon meats, 1/2 c. to 1/4 c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs. avg.	@ 14 1/2
Hams, 16 lbs. avg.	@ 13 1/2
Skinned Hams	@ 14 1/2
Calas, 4@6 lbs., avg.	@ 8 1/2
Calas, 6@12 lbs., avg.	@ 8 1/2
New York Shoulders, 8@12 lbs., avg.	@ 8 1/2
Breakfast Bacon, fancy	@ 20 1/2
Wide, 6@8 avg., and strip, 3@4 avg.	@ 14 1/2
English Bacon, wide, 12@14 avg.	@ 15
Rib Bacon, wide, 8@12, strip, 4@6 avg.	@ 13
Dried Beef Sets	@ 15 1/2
Dried Beef Insides	@ 17 1/2
Dried Beef Knuckles	@ 17 1/2
Dried Beef Outsides	@ 14 1/2
Regular Boiled Hams	@ 18
Smoked Calas	@ 19
Boiled Calas	@ 14 1/2
Cooked Loin	@ 20
Cooked Rolled Shoulders	@ 14 1/2

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 13
Middles, per set	@ 13
Beef bungs, per piece	@ 5
Hog casings, as packed	@ 25
Hog casings, free of salt	@ 50
Hog middles, per set	@ 9
Hog bungs, export	@ 18
Hog bungs, large mediums	@ 7 1/2
Hog bungs, prime	@ 5
Hog bungs, narrow	@ 2 1/2
Imported wide sheep casings	@ 30
Imported medium wide sheep casings	@ 30
Imported medium sheep casings	@ 30
Beef bladders, medium	@ 5 1/2
Beef bladders, small, per doz.	@ 18
Hog stomachs, per piece	@ 4

## FERTILIZERS.

Dried blood, per unit	\$2.55 @ 2.00
Hoof meal, per unit	@ 2.45
Concent. tankage, 15% per unit	@ 2.45
Ground tankage, 12% per unit	\$2.50 @ 2.55 and 10c.
Ground tankage, 11% per unit	2.45 @ 2.47 1/2 and 10c.
Ground tankage, 10% per unit	2.42 1/2 and 10c.
Ground tankage 9 and 20% per unit	2.30 and 10c.
Ground tankage, 6 and 35% per unit	@ 19.00
Ground raw bone, per ton	@ 25.00
Ground steam bone, per ton	@ 18.00
Unground tankage, per ton less than ground	@ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1 65@70 lbs. average	\$275.00
Horns, black, per ton	25.00
Horns, striped, per ton	30.00
Horns, white, per ton	35.00
Flat shin bones, 35 to 47 lbs. avg.	52.50
Round shin bones, 35 to 40 lbs. avg. ton	68.75
Round shin bones, 50 to 52 lbs. avg. ton	77.50
Long thigh bones, 90 to 95 lbs. avg. ton	100.00
Jaws, skulls and knuckles, per ton	25.00

## LARDS.

Prime steam, cash	\$9.12 @ 9.15
Prime steam, loose	@ 8.60
Neutra	@ 10
Compound	@ 8 1/2
Leaf	9 1/2 @ 9 1/2

## STEARINES.

Prime oleo	9 1/2 @ 9 1/2
Oleo No. 2	9 @ 9 1/2
Mutton	@ 9 1/2
Tallow	6 1/2 @ 7 1/2
Grease	@ 6 1/2

## OILS.

Lard oil, extra, winter strained, tierces	65 @ 70
Extra No. 1 lard oil	54 @ 50
No. 1 lard oil	46 @ 48
No. 2 lard oil	46 @ 48
Oleo oil, extra	9 1/2 @ 9 1/2
Oleo oil, No. 2	8 1/2 @ 9
Oleo stock	8 1/2 @ 9 1/2
Neatsfoot oil, pure, bbls.	58 @ 65
Acidless tallow oil, bbls.	54 @ 57
Corn oil, loose	@ 4.87 1/2

## TALLOW.

Edible	7 @ 7 1/2
Prime city	6 1/2 @ 7
Choice country	6 1/2 @ 6 1/2
Packers' prime	6 1/2 @ 6 1/2
Packers' No. 1	6 1/2 @ 6 1/2
Packers' No. 2	6 1/2 @ 6 1/2
Renderers' No. 1	6 @ 6 1/2

## GREASES.

White, choice	6 1/2 @ 6 1/2
White, "A"	6 @ 6 1/2
White, "B"	5 1/2 @ 5 1/2
Bone	5 1/2 @ 5 1/2
Hocks	5 1/2 @ 5 1/2
Yellow	5 1/2 @ 5 1/2
Brown	5 1/2 @ 5 1/2
Glue Stock	5 1/2 @ 5 1/2
Neatsfoot Stock	5 1/2 @ 5 1/2
Garbage Grease	nom @ 5

## COTTONSEED OILS.

P. S. Y., loose	44 @ 46
P. S. Y., soap grade	43 @ 45
Soap, bbls., concn., 62@65% F. A.	2 1/2 @ 3 1/2
Soap Stock, bbls., reg. 50% F. A.	1 1/2 @ 1 1/2

## COOPERAGE.

Tierces	\$1.70 @ 1.90
Barrels, ash	1.42 1/2 @ 1.45
Barrels, oak	1.55 @ 1.60

## CURING MATERIALS.

Refined saltwater	4 1/2 @ 5 1/2
Boric acid, crystal to powdered	7 1/2 @ 8 1/2
Borax	5 1/2 @ 6 1/2
Sugar—	
White, clarified	@ 4 1/2
Plantation, granulated	@ 5 1/2
Yellow, clarified	@ 4 1/2
Salt—	
Ashton, in bags, 225 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	2.55
Michigan, medium, car lots, per ton	3.25
Casing salt, bbls., 280 lbs., 2x@3x	1.10

## LOUIS A. HOWARD &amp; CO.

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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$5.30@6.00
Medium to fair native steers.....	4.50@5.25
Poor to ordinary native steers.....	4.00@4.25
Oxen and stags.....	2.00@5.25
Bulls and dry cows.....	1.50@4.25
Good to choice native steers one year ago..	5.15@6.10

## LIVE CALVES.

Live veal calves, prime, per 100 lbs.....	\$9.25@9.50
Live veal calves, fair to good, per 100 lbs.....	8.00@9.00
Live veal calves, com. to med., per 100 lbs.....	5.00@7.75
Live calves, culls, per 100 lbs.....	4.00@4.50
Live calves, Western, per 100 lbs.....	3.00@5.50
Live calves, grassers, per 100 lbs.....	2.75@3.00

## LIVE SHEEP AND LAMBS.

Live lambs, good to prime, per 100 lbs.....	\$7.00@7.50
Live lambs, common to fair, per 100 lbs.....	5.50@6.75
Live lambs, culls, per 100 lbs.....	4.00@5.00
Live sheep, good to prime, per 100 lbs.....	5.00@5.50
Live sheep, common to fair, per 100 lbs.....	2.50@4.75
Live sheep, culls, per 100 lbs.....	2.00@3.00

## LIVE HOGS.

Hogs, heavy weights (per 100 lbs.).....	\$ @7.10
Hogs, medium.....	@7.30
Hogs, 140 lbs.....	@7.50
Pigs.....	@7.00
Rough.....	6.10@6.40

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	10½@10½
Choice native light.....	10 @10½
Common to fair native.....	8½@9½

### WESTERN DRESSED BEEF.

Choice native heavy.....	10½@11
Choice native light.....	10 @10½
Native, common to fair.....	9 @10
Choice Western, heavy.....	@9½
Choice Western, light.....	@9
Common to fair Texas.....	8½@8
Good to choice heifers.....	7½@8
Common to fair heifers.....	@7½
Choice cows.....	@7½
Common to fair cows.....	6 @7
Good to choice oxen and stags.....	@7½
Common to fair oxen and stags.....	@7
Fleshy bologna bulls.....	@5½

## BEEF CUTS.

No. 1 ribs, 15c. per lb.; No. 2, 12½c. per lb.; No. 3, 10c. per lb.; No. 1 loins, 15c. per lb.; No. 2, 12½c. per lb.; No. 3, 10c. per lb.; No. 1 chuck, 9c. per lb.; No. 2 chuck, 7½c. per lb.; No. 3 chuck, 5½c. per lb.; No. 1 rounds, 9½c. per lb.; No. 2, 8c. per lb.; No. 3, 7c. per lb.	
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## DRESSED CALVES.

Veals, city, dressed, prime, per lb.....	14 @15
Veals, good to choice, per lb.....	13 @13½
Western calves.....	10½@12½
Western calves, fair to good.....	10½@11
Western calves, common.....	7 @9

## DRESSED HOGS.

Pigs.....	10½@10½
Hogs, heavy.....	@8½
Hogs, 160 lbs.....	9½@9½
Hogs, 180 lbs.....	@9½
Hogs, 140 lbs.....	@9½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@13½
Spring lambs, good.....	12½@13
Yearling lambs.....	12 @12½
Sheep, choice.....	@11
Sheep, medium to good.....	10 @10½
Sheep, culls.....	9 @9½

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs., avg.....	13½@14
Smoked hams, 12 to 14 lbs., avg.....	@13½
Smoked hams, heavy.....	12½@13
Smoked Picnics, light.....	8½@9
Smoked Picnics, heavy.....	8½@9
Smoked shoulders.....	9 @9½
Smoked bacon, boneless.....	15 @16½
Smoked bacon (rib in).....	14½@16
Dried beef cuts.....	15 @15½
Smoked beef tongue, per lb.....	14 @16
Pickled bellies, heavy.....	12½@13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@60 lbs. cut..	@30.00
Flat shin bones, avg. 40½@50 lbs. cut, per	
100 bones, per 2,000 lbs.....	@60.00
Hooft, per ton.....	@30.00
Thigh bones, avg. 90@95 lbs. cut, per	
100 bones, per 2,000 lbs.....	@85.00
Horns, 7½ oz. and over, steers, first	
quality, per ton.....	@220.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	70 @75c. a piece
Fresh cow tongues.....	50 @80c. a piece
Calves' heads, scalded.....	30 @40c. a piece
Sweetbreads, veal.....	25 @75c. a pair
Sweetbreads, beef.....	18 @25c. a pound
Calves' livers.....	25 @50c. a piece
Beef kidneys.....	7 @12c. a piece
Mutton kidneys.....	1½ @3c. a piece
Livers, beef.....	@5c. a pound
Oxtails.....	6 @7c. a piece
Hearts, beef.....	6 @10c. a piece
Rolls, beef.....	10 @12c. a pound
Tenderloin beef, Western.....	15 @25c. a pound
Lambs' fries.....	6 @10c. a pair
Fresh pork loins, city.....	14 @15
Fresh pork loins, Western.....	13 @12½

## BUTCHERS' FAT.

Ordinary shop fat.....	@2½
Suet, fresh and heavy.....	@4½
Shop bones, per cwt.....	20 @25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	80
Sheep, imp., wide, per kg, 50 bundles....	\$40.00
Sheep, imp., medium, per bundle.....	70
Sheep, imp., per bundle.....	44
Sheep, imp., Russian Rings.....	—
Hog, American, free of salt, in tcs. or bbls.,	
per lb., f. o. b.....	50
Hog, American, kgs, per lb., f. o. b.....	50
Beef, rounds, per lb., f. o. b. Chicago....	13
Beef, rounds, per lb., f. o. b. New York....	14
Beef, rounds, per lb.....	3
Beef, bungs, piece, f. o. b. New York....	5½
Beef, bungs, per lb.....	5
Beef, middles, per set, f. o. b. Chicago....	32
Beef, middles, per set, f. o. b. New York..	34
Beef, middles, per lb.....	6½
Beef, wassanda, per 1,000, No. 1a.....	5½
Beef, wassanda, per 1,000, No. 2a.....	2½@3

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14	15½
Pepper, Sing., black.....	10½	12
Pepper, Pemaung, white.....	13½	15
Pepper, red Zanzibar.....	11	14
Pepper, shot.....	12	—
Allspice.....	7½	10
Coriander.....	4	6
Cloves.....	16	19
Mace.....	47	52

## SALTPETRE.

Crude.....	4½@4½
Refined—Granulated.....	4½@5
Crystals.....	5 @5½
Powdered.....	5½@5½

## GREEN CALFSKINS.

No. 1 skins.....	18@19
No. 2 skins.....	16@17
No. 3 or branded.....	.00@.10
No. 1 B. M. skins.....	16@17
No. 2 B. M. skins.....	14@15
No. 1, 12½-14.....	@1.95
No. 2, 12½-14.....	1.65@1.70
No. 1 B. M., 12½-14.....	1.60@1.70
No. 2 B. M., 12½-14.....	1.40@1.50
No. 1 kips, 14-15.....	1.95@2.10
No. 2 kips, 14-15.....	1.85@1.95
No. 1 B. M. kips.....	1.75@1.85
No. 2 B. M. kips.....	1.65@1.75
No. 1 heavy kips, 18 and over.....	2.60@2.65
No. 2 heavy kips, 18 and over.....	2.30@2.40
Branded skins.....	10@12
Branded kips.....	1.30@1.40
Heavy branded kips.....	1.55@1.65
Ticky skins.....	13@15
Ticky kips.....	1.65@1.75
Heavy ticky kips.....	1.90@1.95
No. 3 skins.....	@.11

## DRESSED POULTRY.

### FRESH KILLED—100C.

Turkeys—Old hens, average best.....	15 @18
Old toms, average best.....	15 @18
Old, fair to good.....	12 @14
Spring, 4 to 6 lbs. each, meaty, per lb.....	22 @25
Spring, fair to good, per lb.....	15 @20
Broilers—Phila., 3 to 4 lbs., pair, per lb.....	22 @24
Penn., 3 to 4 per pair, per lb.....	18 @20
Western, dry-picked, fancy.....	16 @18
Western, scalded.....	13 @15
Fowls—Western, dry-picked, heavy.....	14½@14½
Western, dry-picked, poor to medium.....	12 @13½
Western, scalded, choice.....	13½@14
Western, scalded, poor to medium.....	12 @13
Other Poultry—	
Old cocks, dry-picked.....	@9½
Old cocks, scalded.....	@9½
Ducks—Spring, L. I. and Eastern.....	@17
Pennsylvania.....	@17
Virginia.....	16 @16½
Western.....	10 @13
Geese—Spring, Eastern, white.....	20 @21
Eastern, dark.....	17 @18
Squabs, prime white, 10 lbs. to doz.,	
per doz.....	@4.00
Squabs, prime white, 9 lbs. to doz.....	@3.50
Squabs, prime white, 8 lbs. to doz.....	@3.00
Squabs, prime white, 7 lbs. to doz.,	
per doz.....	@2.50
Squabs, prime white, 6@6½ lbs. to doz.....	1.75@2.00
Squabs, mixed, per doz.....	1.75@2.00
Squabs, dark, per doz.....	@1.25
Squabs, culls, per doz.....	@.50

## LIVE POULTRY.

Spring chickens, per lb.....	@13
Fowls, per lb.....	@14
Roosters, per lb.....	@10
Turkeys, per lb.....	@13
L. I. ducks, per lb.....	@14
Ducks, Western, per lb.....	@13
Geese, Western, per lb.....	@13
Geese, Southern and Southwestern, poor....	@11½
Guinea fowl, per pair.....	@50
Pigeons, per pair.....	@20

## GAME.

Plover—Golden, frozen, per doz.....	\$4.50@4.75
Black, frozen, per doz.....	3.50@3.75
Grass, frozen, per doz.....	3.50@3.75
Snipe—English, per doz.....	2.25@2.75
Woodcock—Per pair.....	1.00@1.25
Grouse—Per pair.....	3.00@3.50
Partridges—Per pair.....	2.25@2.75
Wild Ducks—Canvas, per pair.....	3.00@4.00
Redheads, per pair.....	2.00@3.00
Ruddy, per pair.....	75@1.25
Teal, blue wing, per pair.....	75@1.10
Teal, green wing, per pair.....	60@.75
Common, per pair.....	20@.40
Venison—Whole deer, per lb.....	25@.30
Saddles, per lb.....	35@.38
Rabbits—Cotton tail, per pair.....	40@.50

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	\$22.00 @23.00
Bone meal, raw, per ton.....	25.00 @25.50
Dried blood, West, high grade, fine,	
c. o. f. New York.....	@2.85
Nitrate of soda—spot.....	@2.40
Bone black, discard, sugar house del.	
New York.....	15.00 @16.00
Dried blood, N. Y., 12@13 per cent.	
ammonia.....	@2.85
Tankage, 9 and 20 p. c., f. o. b.	
Chicago.....	2.45@2.50 and 10c
Tankage, 6 and 85 p. c., f. o. b.	
Chicago.....	@19.00
Garbage tankage, f. o. b. New York.....	10.00 @11.00
Fish scrap, dried, 11 p. c. ammonia	
and 15 p. c. bone phosphate, de-	
livered New York.....	2.95 and 10c
Wet, acidulated, 6 p. c. ammonia per	
ton, delivered New York.....	2.75 @.35
Sulphate ammonia gas, for shipment,	
per 100 lbs.....	5.05 @5.10
Sulphate ammonia gas, per 100 lbs.	
spot.....	5.10 @5.15
Sulphate ammonia bone, per 100 lbs.....	5.10 @5.15
So. Carolina phosphate rock, ground	
per 2,000 lbs., f. o. b. Charleston....	6.50 @7.75
So. Carolina phosphate rock, undried,	
f. o. b. Ashley River, per 2,240 lbs.....	5.50 @5.75
The same, dried.....	5.75 @4.00

## POTASHES, ACCORDING TO QUANTITY.

Kainit, shipment, per 2,240 lbs.....	8.25 @9.50
Kainit, ex-store, in bulk.....	9.00 @10.05
Kieserit, future shipment.....	7.00 @7.25
Muriate potash, 80 p. c., ex-store.....	1.85 @2.05
Muriate potash, 80 p. c., future ship-	
ment.....	1.90 @2.00
Double nature salt (46@49 p. c., less	
than 2½ p. c. chloride) to arrive per	
lb. basis 43 p. c.....	1.16½@1.20
Sulphate potash, to arrive (basis 80	
p. c.).....	2.18½@2.37
So. Carolina phosphate rock, ground,	
per 2,000 lbs., f. o. b. Charleston....	6.50 @7.75
Sylvinit, 34 to 36 p. c., per unit, S. P.....	.30 @.40

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# LIVE STOCK REVIEWS

## CHICAGO

(Special Letter to The National Provisioner from Bowles & Co.)

Union Stock Yards, Chicago, Oct. 9.

**CATTLE.**—Cattle poured in from all directions Monday, and the official count was 39,167—the heaviest day's run of the season—and barring the few prime cattle that sold upwards of \$6.80@7.25 that held about steady the general market opened 10@15c. lower, and the close was weak, with late sales of plain and medium beef steers showing 25@30c. decline. The quality of the offerings was the poorest noted on Monday in a long while, and buyers had a decided advantage over salesmen, the result being a draggy market from the start. The export and shipping demand was small and the local packers were the main support of the market. Considering the enormous receipts following a run of over 76,000 cattle last week, it was certainly a good market. Tuesday's run was 12,434, consisting mostly of range cattle and common natives. The market was steady. To-day's receipts estimated 20,000, making a total of 71,601 for the first three days of the week. The enormous run of the past ten days seems to have faded away, and buyers were in the saddle at the opening ready to make purchases at steady to strong prices. A top of \$7.35 was reached, which was 10c. higher than last week's top. Two loads of prime 1,604-lb. Herefords went at this figure. Some choice 958-lb. yearlings brought \$6.70, and two loads of fed Texas averaging 1,400 lbs. brought \$6.60. Several lots of prime cattle averaging upwards of 1,320 lbs. sold at \$7@7.25. Quite a sprinkling of good cattle of strong weights went at \$6.50@6.90, and most of the fat shipping and export steers at \$6.15@6.65. Medium to good killers and shippers, \$5.35@5.90. Plain to fair light grades, \$4.75@5.25, and inferior little killers down to \$4.05. It is certainly a good cattle market that can pick up over 71,000 cattle in three days and close strong.

Chicago's supremacy as a market for Western range cattle was clearly apparent again this week. Following a run of over 76,000 cattle last week, including 31,500 rangiers, a run such as we had here Monday (39,167) would have paralyzed any other market in the country. Monday's offerings included about 15,000 Westerns, and while the bulk of the range cattle sold 10c. lower, some good fat Western steers sold nearly steady. Tuesday's run sold steady to strong, and Wednesday's market was generally 10c. higher. Reports from the ranges indicate that all of the Western roads are working their limit to move the cattle now waiting at the large shipping points. There is a strong demand for all offerings of Western rangiers, and the outlook is favorable for the balance of the season.

A large supply of cow stuff was the natural result of the big run at the Yards this week, and the offerings included a big supply of both native and Western cows, mostly grassers. The proportion of corn-fed cows and heifers was very small, and these sold readily at steady prices. All good fat strong weight cows and heifers were good sellers, although the grass natives, even the heavy fat grades, sold a little lower. The big bulk of the native cow stuff is 15@25c. lower. Cannors and cutters shared in decline. Bulls weaker. Veal calves about steady.

**SHEEP.**—Receipts liberal this week and bulk of same range stock. Quality of native stock below the average as a rule and largely of the medium to plain and light grades. Range mutton wethers are selling from \$5.20 @5.40; natives, \$5.40@5.75; yearling mutton wethers, \$5.75@5.90; mutton ewes, \$5@5.25; mutton lambs, \$6.75@7.50; feeding wethers, \$4.90@5.15; feeding yearlings, \$5.25 @5.60; feeding lambs, \$6.50@6.85; feeding ewes, \$3.50@4.25; selected breeding ewes, \$5.75@6.25; yearling ewes, \$6.25@6.75.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Oct. 8.

Heavy cattle supplies were received at all the markets yesterday, 23,000 head here, killing steers 5 to 10 lower, while cow stuff and country grades held about steady. The run to-day is light, at 17,000 head, but the excessive supply elsewhere yesterday, especially at Chicago, removed a good share of the support that comes from order buyers, as many Eastern orders were filled at Chicago yesterday, and the market is weak to 10 lower on all kinds. The big supply at the Northern markets yesterday came from the Northwestern ranges. Fed steers are not very plenty, but only a small number are required at this season, and they are 10 lower this week. Nothing prime has been here, tops selling at \$6.50 to \$6.80, and short fed steers from \$5.25 to \$6.50, grass westerns at \$4.00 to \$5.45, cows \$2.75 to \$4.00, heifers \$3.00 to \$4.50, bulls \$2.50 to \$3.75, a few fed heifers above \$5.00, and cows up to \$4.75. Calves gained 25 cents last week, and are stronger this week, tops \$6.25, heavy steer calves \$4.00 to \$4.50, heifer calves \$3.50 to \$4.25. Country demand has slackened up a little since the middle of last week, and steer prices are 10 to 25 cents lower. Choice feeders, worth \$5.00 to \$5.25 are scarce, and bring as much as two weeks ago, but bulk of feeders sell at \$3.75 to \$4.75, stockers \$3.00 to \$4.40. Colorado, New Mexico and other range states are sending in more cattle than at any time before this season. Many car load lots of range stockers and feeders will be on exhibition at the American Royal Show next week, in addition to the entries of pure bred cattle.

Hog supplies are running 15 per cent. heavier than at this time last year, and the market is stronger this week. The tendency was downward after the first two days last week, and fluctuations are continual. The presence of a St. Louis buyer, whose orders call for heavy hogs, has strengthened that class to-day, though lights still show a margin of 10 to 15 cents above other weights. Market is 5 to 10 higher to-day, run 10,000, top \$6.45, bulk \$6.10 to \$6.35.

Yesterday's run of sheep broke the record at Kansas City for a single day, at 27,905 head, and while the market did not break, prices sagged toward the close, and there was a large hold over. Run to-day is 9,000 head, market steady on killers, lower on stock and feeding kinds, and this week is a good time to secure stuff for the country. Killing lambs bring \$6.75 to \$7.40, wethers and ewes and yearlings \$5.00 to \$5.50, feeding lambs \$6.00 to \$6.65, yearlings and wethers \$5.00 to \$5.50, ewes \$4.75 to \$5.50.

## OMAHA

(Special Letter to The National Provisioner.)

United States Yards, So. Omaha, Oct. 8.

Notwithstanding the fact that the run of cattle was comparatively liberal last week the market was in very fair shape throughout and at the close prices were in the neighborhood of 15@25c. higher all around. As usual, there was a dearth of corn fed beefs and what were offered commanded strong figures throughout. The feature of the trade, however, was the scarcity of desirable western rangiers and this fact was largely responsible for the advance in the market. So far this week the advance has been well sustained, although Monday's receipts were the heaviest of the season. Fed beefs sold as high as \$7.00, or not far from the high point of the season. Good to choice 1,200 to 1,450-pound range beefs are selling at \$5.25@5.90; fair to good 1,000 to 1,250-pound beefs at \$4.60@5.10 and the common to fair grades around \$3.75@4.40 and on down. Good to choice grass cows and heifers are selling at \$3.25@4.00 with cannors and cutters at \$2.25@3.00. A very fair volume of business has been done in stockers and feeders and there has been no very great change in prices for several days. About 15,000 head were sent out to country points last week, the bulk of them going to Iowa.

Prices range from \$3.00 to \$5.25, with the bulk of the business around \$3.75@4.75.

Hog values suffered a decline of 15@25c. last week, but there has been a sharp reaction this week and values are now about as high as a week ago. Receipts have not been heavy but packers have been very indifferent buyers, the interest centering chiefly in the light and butcher weight grades that go to eastern shippers. Prices have fluctuated considerably and there continues to be considerable uncertainty to the trade, although the range of values is not very wide. There were nearly 5,000 head on sale to-day and the market ruled 5@10c. higher. Tops brought \$6.25 as against \$6.30 last Tuesday and the bulk of the trading was at \$5.90@6.05, as against \$5.90@6.10 a week ago.

The smaller supplies of sheep and lambs last week brought about a much better feeling in the trade and about 10@15c. of the recent decline was regained. Both killers and feeder buyers have taken hold freely this week and the tone to the trade has been very strong. Quotations on good to choice killers: Lambs, \$6.75@7.25; yearling wethers, \$5.50@5.75; wethers, \$4.90@5.25; ewes, \$4.50@5.00. On feeders: Lambs, \$6.00@6.60; common lambs, \$5.50@6.00; yearlings, \$5.50@5.80; wethers, \$4.75@5.15; ewes, \$4.00@4.50; common ewes, \$3.25@3.75; yearling breeding ewes, \$6.00@6.50; aged breeding ewes, \$5.00@5.75.

## ST. JOSEPH

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., Oct. 8.

The heavy marketward movement of cattle to all points this week has resulted in a slightly lowering of values. Declines east Monday were felt in the west to-day, the local market taking on a local decline to-day on the few good dressed beef and export steers offered, while the plainish medium styles were 10@15c. lower, westerns following the plain natives in point of amount of decline. Supplies continue to run under packing requirements, and the good to choice well-fatted heavy steers are especially scarce. The supply of cows and heifers thus far this week has fallen short of demand, and despite the lower prices prevailing elsewhere, the market here has ruled active and steady with the close of last week. Western grass kinds have redominated, natives, and especially fed natives, being almost an unknown quantity. Bulls and stags show no change.

The movement of hogs continues of moderate volume and values are gradually working upward. To-day values indicated a big nickel advance over yesterday, making a gain of 10@15c. from the close of last week. Prices ranged from \$6.00@6.40, with the bulk selling at \$6.05@6.25. The quality continues to be rather poor for this season of the year, there being a large proportion of common to fair 15c. from the close of last week. Prices ranged packing sows and roughish barrows. Pigs are in strong demand and the liberal receipts to-day met a local advance.

The trade in sheep and lambs indicates no special change from the close of last week. Receipts have been moderate and quality only fair. Lambs are quotable at \$6.75@7.50; yearlings at \$5.60@6.25; wethers at \$5.25@5.60, and ewes at \$4.75@5.25. Feeding sheep and lambs are selling to good advantage, the supply being under country requirements.

## RECEIPTS AT CENTERS

	MONDAY, OCTOBER 7, 1907.		
	Cattle.	Hogs.	Sheep.
Chicago	37,000	28,000	45,000
Kansas City	21,000	6,500	25,000
South Omaha	11,000	4,200	18,000
	TUESDAY, OCTOBER 8, 1907.		
Chicago	10,000	14,000	28,000
Kansas City	18,000	9,000	10,000
South Omaha	6,500	5,500	17,000
	WEDNESDAY, OCTOBER 9, 1907.		
Chicago	19,000	18,000	25,000
Kansas City	12,000	10,000	9,000
	THURSDAY, OCTOBER 10, 1907.		
Chicago	8,500	10,000	20,000
Kansas City	8,000	8,500	6,000
South Omaha	3,000	4,500	5,300
	FRIDAY, OCTOBER 11, 1907.		
Chicago	5,900	14,000	8,000
Kansas City	8,000	7,500	600
Omaha	2,500	5,500	5,000

**NEW YORK LIVESTOCK**

WEEKLY RECEIPTS TO OCTOBER 7, 1907.

	Beeves.	Cows.	Calves.	Sheep.	Hogs.
Jersey City.....	4,966	—	1,750	18,232	13,494
Sixtieth street.....	1,900	60	3,763	10,147	—
Fortieth street.....	—	—	—	—	18,680
Lehigh Valley.....	6,036	—	1,415	14,214	—
Scattering.....	—	60	137	51	4,350
Totals.....	12,971	120	7,074	42,644	36,524
Totals past week.....	11,926	116	7,445	41,264	28,221

**WEEKLY EXPORTS.**

	Live Cattle.	Live Sheep.	Qrs. of Beef.
Schwarzschild & S., So. Civic.....	280	—	—
Schwarzschild & S., So. Minnehaha.....	253	—	900
Schwarzschild & S., So. New York.....	—	—	1,000
J. Shamburg & Son, So. Civic.....	380	—	—
J. Shamburg & Son, So. Minnehaha.....	353	—	—
Morris Beef Co., So. Civic.....	—	—	3,850
Morris Beef Co., So. Baltic.....	—	—	1,650
Morris Beef Co., So. New York.....	—	—	1,050
Morris Beef Co., So. Majestic.....	—	—	1,150
Swift Beef Co., So. Baltic.....	—	—	1,750
Swift Beef Co., So. Majestic.....	—	—	1,700
Armour & Co., So. New York.....	—	—	1,250
Cudahy Packing Co., So. Baltic.....	—	—	770
Total exports.....	1,470	—	15,070
Total exports last week.....	1,757	55	16,050

**MEAT AND STOCK EXPORTS**

WEEKLY REPORT TO OCTOBER 5, 1907.

Exports from:	Live Cattle.	Live Sheep.	Qrs. of Beef.
Boston.....	2,065	—	5,656
Philadelphia.....	1,953	—	2,150
Montreal.....	2,116	—	—
Exports to—			
London.....	3,306	—	11,026
Liverpool.....	1,390	—	11,670
Glasgow.....	1,438	—	—
Antwerp.....	200	—	—
Bristol.....	510	—	—
Manchester.....	480	—	—
Totals to all ports.....	7,324	—	22,876
Totals to all ports last week.....	8,945	1,371	24,303

**SLAUGHTER REPORTS**

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending October 5:

CATTLE.	
Chicago.....	43,080
Kansas City.....	30,007
St. Joseph.....	16,830
Cudahy.....	594
Ottumwa.....	389
Wichita.....	11,630
New York & Jersey City.....	13,105
Fort Worth.....	984
Detroit.....	—
HOGS.	
Chicago.....	66,854
Kansas City.....	38,636
St. Joseph.....	29,907
Cudahy.....	6,201
Ottumwa.....	11,548
Wichita.....	4,505
New York & Jersey City.....	5,289
Fort Worth.....	7,862
Detroit.....	5,391
SHEEP.	
Chicago.....	75,330
Kansas City.....	22,322
St. Joseph.....	18,079
Cudahy.....	502
Wichita.....	6
New York & Jersey City.....	42,644
Fort Worth.....	1,222
Detroit.....	3,030

**COTTONSEED PRODUCTS RULES.**

A meeting of the cottonseed oil trade will be held in the managers' room of the New York Produce Exchange on Monday, October 21, to consider a number of changes in the rules governing transactions in cottonseed products.

THE  
**TRADE**  
CAN ALWAYS  
**GLEAN  
BARGAINS**  
BY KEEPING AN EYE ON  
**PAGE 48**

**GENERAL MARKETS****HOG MARKETS, OCTOBER 11.**

CHICAGO.—Receipts, 14,000; steady; unchanged, \$6.10@7.

KANSAS CITY.—No report received.

OMAHA.—Receipts, 5,500; steady; \$5.95@6.40.

INDIANAPOLIS.—Receipts, 6,000; higher; \$6.70@7.15.

EAST BUFFALO.—Receipts, 3,400; about steady; \$7.20@7.40.

CLEVELAND.—No report received.

ST. LOUIS.—No report received.

**LARD IN NEW YORK.**

Western steam, \$9.35; city steam, \$9.12½; refined, Continent, tcs., \$9.80; do., South America, tcs., \$10.50; kegs at \$11.75; compound, \$8.75@8.87½.

**LIVERPOOL.**

Liverpool, Oct. 11.—Beef, extra India mess, 87s. 6d.; pork, prime mess Western, 78s. 9d.; shoulders, 37s. 6d.; hams, short clear, 51s. 6d.; bacon, Cumberland cut, 56s. 6d.; do. short ribs, 58s.; long clear, 28@34 lbs., 55s. 6d.; do., 35@40 lbs., 54s.; backs, 49s.; bellies, 54s. Tallow, 29s. 6d. Turpentine, 38s. 9d. Rosin, common, 10s. 6d. Lard, spot, fine Western, tierces, 47s.; American refined pails, 47s. 6d. Cheese, white, Canadian, new, 62s.; old, 65s.; do. colored, 63s. for new and 67s. for old. Lard (Hamburg), American steam, 50 kilos, 46½ marks. Tallow, Australian (London), 33s. 4½d. Cottonseed oil, refined (Hull), 25s. 9d. Linseed (London), La Plata, October and November, 46s. 3d.; Calcutta, October and November, 47s. 1½d. Linseed oil (London), 25s. 6d. Petroleum, refined (London), 6½d.

**OLEO AND NEUTRAL LARD.**

The oleo oil business during the week under review has been extremely restricted. The majority of the packers are well sold up and have very little to offer, but the churners having bought a great deal of oleo and having plenty coming in on previous contracts, are very indifferent buyers and, besides, they claim that oleo has to get lower if they are to make any money out of this business. They consider the price of all raw materials entirely too high. They abstain almost entirely from purchases of neutral lard, which article is very high on account of reduced production, but will have to be lower if business with Europe is to be done in same.

As regards cotton oil, that is a little easier, and in the near future considerable business with Europe is expected in butter oils, as soon as it will reach a trading basis.

**CHEMICALS AND SOAP SUPPLIES.**

(Special Report to The National Provisioner.)

New York, Oct. 10, 1907.—Latest quotations are as follows: 74 per cent. caustic soda, \$1.85 basis 60 per cent.; 76 per cent. caustic soda, \$1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in bbls., 3c. per lb.; 58 per cent. pure alkali, 90c. to 1c. basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax at 6½c. per lb.; talc at 1¼c. to 1½c. per lb.; silicate soda, 80c. per 100 lbs.; silicx, \$15@20 per ton of 2,000 lbs.; marble flour, \$9@10 per ton of 2,000 lbs.; chloride of lime in casks, \$1.35 per 100 lbs., bbls. 1¼c. per lb.; carbonate of potash, 4¼@5c. per lb., according to test; elec-

trolitic caustic potash, 88@92 per cent. at 5¼@6c. per lb.

Palm oil in casks, 6½c., and in barrels 7¼c. per lb.; green olive oil, 75c., and yellow, 70@75c. per gal.; green olive oil foots, 7@7¼c. per lb.; saponified red oil, 6½c. per lb., and Elaine oil, 46c. per gal.; Ceylon coconut oil, 7¼@8c. per lb.; Cochiti coconut oil, 9½@9¾c. per lb.; cottonseed oil, 52c. per gal.; corn oil, 5¼c. per lb.

Prime city tallow in hhds., 6c. per lb.; choice tallow in tierces, 7¼c. per lb.; oleo stearine, 9½c. per lb.; house grease, 5¼@6c. per lb.; yellow packer's grease, 5¼@5½c. per lb.; brown grease, 5½@5¾c. per lb.; light bone grease, 5¼@6c. per lb.

**FRIDAY'S CLOSINGS.****Provisions.**

Chicago stock shows a steady reduction, as estimated 22,500 bbls. contract pork (24-617 bbls. October 1); 79,000 tcs. contract lard (90,144 tcs. October 1); 18,750,000 lbs. ribs (20,316,800 lbs. October 1). The market today was fairly well sustained, but was quieter. The hog receipts at the packing points were moderate, with their trading prices steady and unchanged.

**Cottonseed Oil.**

The market opened firmer, and about ¼c. better, with especial sensitiveness for the October delivery. Early "call" prices for prime yellow, October, at 49½@51c.; November, at 42¼@43¼c.; December, at 40¼@41c.; January, at 38¼@39¼c.; March, at 39@39¼c.; May, at 39½@40c. Immediately after the "call," sales 100 bbls. October at 50½c.; 300 bbls. November at 43c.; 100 bbls. May at 39¾c.

**Tallow.**

The market is firm and as in our review. No further sales of New York city, hhds., which is quoted at 6c. But sales of 200 tcs. special for export at 6½c.

**Oleo Stearine.**

Firm at 9½c. in New York. Recent sales in Chicago of 275,000 lbs. at 9½@9½c.

**IRELAND'S MEAT ANIMALS.**

The following statistics from Vice-Consul A. D. Piatt, of Dublin, show the numbers of each class of meat animals exported from Ireland to Great Britain during the years 1905 and 1906:

	1905.	1906.
Cattle.....	749,131	775,374
Sheep.....	700,626	657,413
Hogs.....	363,823	429,430

Total.....1,813,580 1,862,217

The decrease of 43,213 in the exports of sheep is partly attributed to the fact that there were fewer sheep in Ireland in 1906 than in any year since 1888. There has been a marked decline in sheep breeding since 1900, when the number was 4,386,876, while for 1906 it was reduced to 3,714,832, or a decrease of 672,044.

On the other hand the increase of hogs was 65,607, while the number of cattle exported showed an increase of 26,243. The increase in the number of hogs exported is partly due to the fact that larger numbers of hogs were bred in 1906 than in 1905, the numbers for these years being, respectively, 1,244,193 and 1,164,316, and also to the fact that the prohibition against the importation of store hogs into Great Britain from Ireland was removed March 1, 1906. In 1905 the number of store hogs exported to Great Britain was only 1,032, while in 1906 the number was 19,920.



# Retail Section

## MUST HAVE REFRIGERATED COUNTERS.

A committee of seven representing dealers with stands in the East Market, Indianapolis, Ind., headed by William T. Cook, president of an association recently formed among the marketmen, appeared before the Board of Safety the other day at the board's regular session and laid their grievances bare. The meat men pleaded for leniency—for immunity from arrest—for violating the new refrigerator counter ordinance, requiring butchers to have all meats in cases supplied with adequate refrigeration, but the board could promise no relief.

"This board can not do anything in that regard," said Lew W. Cooper, president of the board, "but we will look into the refrigerator proposition with a view to installing a modern system of refrigerating that will be uniform."

Mr. Cook said that the butchers did not wish to appear before the authorities in an attitude of defiance, but that they were simply defending themselves against a proposition which they declared is absolutely impracticable. He was told that arrests depended upon the attitude of Dr. Eugene Buehler, city sanitarian, who has taken the lead in the campaign against the meat dealers.

In compliance with a suggestion, coming from the Board of Safety, the meat men will appoint a committee to act in conjunction with the Board of Safety on the refrigerator proposition.

"We think the city ought to put in the refrigerator counters with glass cases," said one meat dealer. "I don't like the idea of building, at a cost of several hundred dollars, a refrigerator system in a building belonging to some one else when the owner won't so much as allow me a lease. How can I be assured that I will not be kicked out any old time. The city took away our leases several months ago and won't issue any more to us until this trouble is ended. We meat men think the city ought to put in an up-to-date ammonia refrigerating system at the city's expense, in return for which we would be willing to pay more rent."

"I believe I am safe in saying that every dealer in the house would be willing to pay double the rent he is now paying," said the president of the association recently formed among the meat dealers. "Or, if the city won't do that, it ought certainly to grant the meat dealers a franchise which would permit them to install a plant of their own, one built on a co-operative basis, a complete plant, to serve all. This sort of a plant would cost \$10,000 or more, but it would put this market house on the same plane with those of other cities with modern market quarters."

## BUTCHERS WANT ICE PLANT.

The Master Butchers' Association of Syracuse, N. Y., are up in arms over the price of ice. A committee has been appointed to look into the advisability of forming an ice company for the exclusive use of the butchers and grocers.

## BUTCHER WORKMEN IN NEWARK.

A mass meeting of New Jersey meat dealers was held at Newark, on the evening of October 7. The object of the meeting was to perfect an organization of Amalgamated Meat Cutters and Butcher Workmen of America in the state of New Jersey. William C. Wellman has been appointed state organizer. Among those who addressed the assembly were Herman Robinson, general organizer of the federation; John H. McLean, E. W. Potter, president of the Meat Cutters' local organization; John J. Jennings, president of the State Label Agitation League, and Samuel Gompers, president of the American Federation of Labor.

Sunday closing, no work on holidays, sixty-four hours of work a week instead of 100, Wednesday afternoons off during June, July and August; the establishment of a scale of wages, and the doing away of women meat cutters are some of the objects sought.

## PUSHING SUNDAY CLOSING.

The retail meat dealers of Corryville, Ohio, have organized to support the Sunday closing movement. At a recent meeting James F. Stout, secretary of the Cincinnati Retail Meat Dealers, delivered a stirring address in favor of Sunday closing. The city has been divided into five districts by those in favor of the movement, and numerous signatures are being obtained in each from the retail dealers.

This movement will be hailed with delight by New Jersey and West New York butchers who have already endorsed the movement. Two other towns, Evansville, Ind., and Medina, have emulated their example and are strong for Sunday closing. A concerted movement both in the East and Middle West seems to have started.

Retail butchers can get the most reliable help through the "Wanted" page of The National Provisioner. Good men are snapped up quick. Watch page 128.

## LOCAL AND PERSONAL.

Burkle & Rehm, meat dealers at Bridgeport, O., have made an assignment. The liabilities are about \$4,000.

Earl Heagle has purchased the meat market of Alonzo Wickham at Brewerton, N. Y. The building occupied by Fitts Brothers, provision dealers at South Framingham, Mass., has been destroyed by fire.

The meat market of M. G. Ledvina at Marinette, Wis., was destroyed by fire last week, causing a loss of \$2,000.

The Consumers' Grocery and Provision Company of Philadelphia, Pa., has been incorporated with \$100,000 capital stock.

A. V. Cales has sold his meat market at Mt. Pleasant, Ia., to F. B. Parker.

Charles Schwaneke will open a new meat market at Leavenworth, Kan.

The Gristock Grape Marketing Company of New York City, N. Y., has been incorporated with \$40,000 capital stock to deal in meat, game, fruit, etc., by W. W. Gilman, Brooklyn; F. W. Gristock and L. D. Aulls of Hammondsport, N. Y.

The meat market of J. Bullmore at Rochester, N. Y., has been damaged by fire.

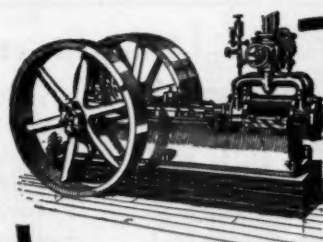
The Consumers' Grocery and Provision Company of Wilmington, Del., has been incorporated with \$100,000 capital by Gromislaw Konstanlynovicz, 3,006 Beldrage street; W. Dyzewski, Twenty-third and Caldwell streets, and Antonio Gajdowski, 2050 Wood street, all of Philadelphia.

The Valley Meat Company's market at Yuba City, Cal., was destroyed by fire on October 2.

Ampslar & Rightmere have opened a new meat market at Albany, N. Y.

Roth & Company of Allentown, Pa., have opened a branch meat market at Siegfried, Pa.

Wheeler Brothers, grocery and provision dealers of Boston, Mass., and West Townsend, Vt., have made an assignment for the benefit of their creditors to H. E. McGoldrick.



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Simplicity, Efficiency, Economy and Reliability are features of the Improved Barber Machines. We build machines for every purpose. From 3 to 250 tons daily capacity. Above cut shows our Center Crank Belt Drive Compressor, the most successful small machine on the market. Can be driven by any kind of power.

Every equipment backed by an iron clad guarantee. Write for our handsome new catalog and full information.

FACTORY  
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CREAMERY PACKAGE MFG. CO.

182-188 E. Kinzie St., Chicago, Ill.

Clem Keller has purchased the meat market of William Butler at Decatur, Ind.

Floyd Hoatling has sold out his grocery and meat business at Lincoln, Neb., to F. C. Fordon.

A. H. Burt & Company have sold out their meat business at Stamford, Neb., to C. Walmsley and others.

J. E. Fenton has discontinued the meat business at Morrill, Neb.

Anderson & Roherbacher have sold out their meat market at Orleans, Neb., to D. D. Warner.

W. H. Hinkley has purchased the stock of meats of James Dvorak at Cotesfield, Neb.

Reynolds & Wiley have sold out their butcher shop at Minden, Neb., to C. B. Liver & Company.

Fred Kero has purchased the meat market of Wm. H. Still at Syracuse, Neb.

John Border has opened his new meat market at Ottawa, Kan.

John Loudenback has sold out his meat business at Pleasanton, Kan., to Matt Fleahner.

S. L. Gish & Company have again engaged in the meat business at Abilene, Kan.

Bestwick & Fry have purchased the meat market of G. F. Sable at Sabetha, Kan.

Chester Squire has purchased the butcher shop of Rose & Company at Humboldt, Kan.

John Schiela has opened a new meat market at Mayetta, Kan.

A. T. Christenson has sold out his meat market at Onawa, Ia., to Goddard & Kreft.

Rabasa Brothers & Radonish have sold out their meat market at Tacoma, Wash.

E. R. Ramseur has sold out his meat business at Waitsburg, Wash., to C. A. Hales & Son.

The Washington Meat, Provision & Produce Company at Spokane, Wash., has been incorporated with a capital stock of \$2,500.

W. H. Wileman has admitted a partner in his meat business at Post Falls, Ida., and the firm is now Barrett & Wileman.

Quinlan Brothers are opening a new meat market at Nashville, Ore.

F. C. Mathison has purchased the business of the Park Market & Grocery Company at Spokane, Wash.

Louis Erlenwein has opened a new meat market at Bonners Ferry, Ida.

T. W. Grubb's meat market was destroyed by a fire which destroyed the business section of Kemp, Tex.

The meat market of Robert Thompson, at Center, Tex., suffered a fire loss of \$1,000.

Jacob E. Blattmann, a grocer and meat dealer at Cincinnati, O., has filed a voluntary petition in bankruptcy, giving his liabilities at \$942.75.

John G. Stark, a well known retired butcher of Reading, Pa., died suddenly last week.

John C. Thiele, head of the Thiele packing house market at Milwaukee, Wis., died on October 5.

Byron Jones will shortly open a new meat market at Lawrence, Kan.

The meat market of Jackson & Moore, at Kemp, Tex., was destroyed by fire on October 5.

Dennis & Herring of 47 Thompson avenue, New York, N. Y., have incorporated to deal in poultry, game, meat, etc., with a capital stock of \$5,000. Incorporators: Mose F. Dennis, 343 West 121st street; Charles M. Herring, 202 Edgecomb avenue, and C. A. Dennis, 343 W. 121st street.

The butcher shop of Moses Greenbaum, at 612 Third avenue, New York City, has been damaged by fire.

#### EXPENSIVE NATURE FAKING.

A calf peddler of Blooming Grove, N. Y., has shown himself eligible for the "nature fakers" association by attempting to palm off some bob veal as poultry. A verdict of \$1,100 was handed down against him by the Supreme Court at Goshen. Rather expensive "nature faking."

#### FERTILIZERS AND TANKAGE.

(Concluded from page 94.)

The common tankage is produced. But the cost of shipping is more, as more care is necessary and more expense for shipping packages provided for delivering to the consumer. The field is a rich one, and thrift and ingenuity will solve the problem.

#### Work It Out on Your Own Scale.

It is useless and impossible for me to go into details and tell you how others are doing this, for every plant, great or small, is constructed differently, and as a rule each runs to suit himself, and everyone has different ideas on the subject. You can work it out safely and systematically on a small scale, and in three or four months each and every one of you can put your entire production of tankage on the market as a stock food fully tried and tested. You can safely guarantee it to the consumers and stand behind the guarantee.

Reserve one or two tanks, according to your capacity or needs. Start right at the head of the tank. See that the tank is filled with fresh, clean offal; the paunches, pecks, trimmings and scraps thoroughly washed; anything objectional or sour put in your scrap tank. After cooking, your tallow or lard is drawn off. You now devote your energies to the residue or tankage. Keep it hot; get the tallow or grease with your available pressing appliances. Get it to the drier while hot and sweet and dry it down to a commercial basis of 7 or 8 per cent. Take it from the drier and spread it carefully, allowing it to cool and the steam and vapor and latent heat to escape.

Right there is the critical time; the care it receives during and after the drying determines the quality. You can spoil a one-ton batch by letting it sour in not cooling it properly. Mix that with a carload and you affect the quality of the entire lot, just the same as a batch of the poor lard will ruin a shipment. The same care must be taken with the tankage as with the tallow or lard. Keep it sweet and clean. Cleanliness must be the motto. Store it in a clean, dry room, away from offensive odors.

#### All Tankage Will Go for This Purpose.

If the tank has been correctly handled and the tankage has been properly pressed and dried no disagreeable odors will issue therefrom. It will carry a sweet, appetizing flavor and hogs will leave corn in their eagerness to devour it. It is only a question of time, and a very short time, when all the tankage will be used as I have stated. You must give it some thought, some attention. The demand for this wonderful food cannot be supplied. It has been tested and tried and found to be a satisfactory feed and has come to stay.

Each can prepare the goods for shipment in the mechanical condition that his trade demands, and upon the satisfaction given you will determine what condition must be met to successfully promote the sale of your entire production.

It is a matter of record that foreigners, such as the Japs and Brazilians, in visiting the plants paid more attention to the working of the by-product division than any other department in the yards. Some of the best posted men that it has ever been my pleasure to meet were the Japanese who made a special study of the utilization of waste. They knew just as much about the handling of tank water and the manufacture of concentrated tankage as we did. They visited this country four or five years previously, returned to their homes and immediately adopted all the up-to-date methods that were employed in the leading packinghouses of this country.

On their return visit, when being piloted around the plants on a tour of inspection, when the guides took them to see the cattle killing and slaughtering, they politely informed them that those departments did not interest them. "Show us how they are handling the blood; show us how they are handling the tank water, the hoofs, the horns and the bones, and anything new you may have in the by-product division. That's where the money is, and that is what we are here to learn."

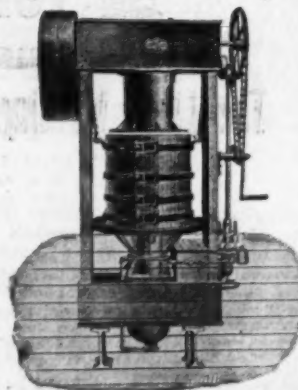
#### Association Is for Mutual Benefit.

Now, those people travel thousands of miles under big expense to get new ideas. You have your association here. Cheerfully exchange ideas. The small packer in Pennsylvania can give the small packer in Colorado the benefit of his experience and observation and vice versa.

The small packer's business is chiefly local or confined to his State, so a frequent exchange of ideas, a suggestion of improvements cannot do you any injury in a business way and may benefit your brother member of the association. That is what this association is for, and as a representative of the Northrop Commission Company, who are members of this association, I want to say that we will gladly co-operate with any member in securing any information he may require in the improvement of his production. We have established a bureau of information and will gladly answer all questions and secure you any information you seek, whether it be on the market, the cost of machinery or supplies or the names of firms handling them, and endeavor so far as is in our power to cultivate the friendly feeling that we think should exist between the members of this association, all working along the same lines in a common cause.

"In union there is strength."

## Hydraulic Lard, Grease and Scrap Presses



15 to 500 tons pressure. Hand or Belt Power. Fitted with slat or boiler plate curb, locking device, curb lifting attachment, etc. Actual and thorough tests have demonstrated that our presses are superior in material, construction and workmanship, and the percentage of grease extracted exceeds that of any other press manufactured.

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# HEARN West Fourteenth St., New York.

## NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

### GREATER NEW YORK NEWS

Swift & Company's sales of fresh beef in New York City for week ending October 5 averaged 7.77 cents per pound.

The meat boxes in the Manhattan Market district have entered on their winter schedule. From now on they will be open from 6 A. M. until 3 P. M., instead of from 5 A. M. to 2 P. M.

The "high sign" along the packers' Rialto just now is: "Say, you oughter have been out to the convention. Talk about a time! Well—just ask Joe Shannon of Manhattan or Tom Sweeney of Brooklyn!"

Mr. W. J. Lowell, manager of Swift's Manhattan Market branch, has returned from his vacation in the Maine woods. Mr. Lowell has the proverbial fish story to tell, with affidavits and photographs to back it up.

Driven to desperation because his customers, members of prominent families in Brooklyn, would not pay their butcher bills, William Roth, a proprietor of a meat market at No. 433 Halsey street, committed suicide by turning on the gas in the bathroom of his home.

Constantly increasing business has necessitated extensive alterations being made in the office room of the United Dress Beef Company's plant on First avenue. The salesroom office, on the ground floor, has been removed to the southern end of the building and the executive offices, on the second floor, have been refitted and rearranged to give the office force more facilities.

By the arrest of five men charged with burglary and the apprehension of two others accused of receiving stolen goods, the police of Williamsburg declared the other day they had unearthed a plot to kill a young woman employed as cashier by Louis Stutz & Sons, pork packing house at No. 809 Broadway, Brooklyn, while she was on the way to a bank, and to rob her of \$10,000 of her firm's money. To corroborate their theories the police produced a book which they say was taken from one of the prisoners. It gives a

diagram of the place where such a hold-up might be attempted with elaborate details as to the position each robber should take in the attack.

### NEW YORKERS AT MEAT CONVENTION.

Under the skillful and able guidance of Charles Rohe, the New York member of the Executive Committee of the American Meat Packers' Association, the New York party, some twenty-four strong, left the city Saturday evening for Chicago in a special Pullman on the Lake Shore Limited over the New York Central. Mr. Rohe, who has had charge of the arrangements, not only provided for berths, etc., but to the surprise of everyone, he had converted one of the dressing rooms into a buffet compartment. And such a buffet! Eatables and drinkables, from a course dinner to Waukesha and Pommery, were heaped high in appetizing array. And those two princes of hospitality, Messrs. Charles and Albert Rohe, presided at this modern feast of Epicurus.

Its total unexpectedness made it all the more enjoyable. Sleep was an unwelcome guest, and the party remained awake until,

as one member expressed it, "the aurora borealis had been put to shame by this sudden turning of night into day."

The party from New York included Messrs. Charles and Albert Rohe, of Rohe & Bro.; E. W. Penley, of Auburn, Me., the biggest packer (physically and otherwise) east of Boston; W. B. Hennessy, of Armour & Company's Westchester branch; C. F. Schaus, of the Star Beef and Provision Company; W. G. Wagner, secretary of the New York Butchers' Dressed Meat Company; Henry Reed, of C. H. Reed's Sons, provision merchants; Charles Hutwelker, of Hutwelker Bros., Brooklyn; Fred Figge, the big Brooklyn provision merchant; Edward Morris, of C. E. Morris & Son, brokers; A. Lester Heyer, pork packer; Arthur Dyer, of Wessels & Dyer, leading Produce Exchange provision brokers; Thos. J. Sweeney, of the International Provision Company; W. E. Franks, of The National Export and Commission Company; Andrew W. Michell, pork packer; George J. Dangler, of Jacob Dangler, Brooklyn; J. N. Richards, sales manager of the Standard Paint Company; Joseph A. Shannon, son of David Shannon, the small stock slaughterer; J. A. Anderson, of Joseph Stern & Son, pack-



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Standard of Quality for 25 Years  
Best advertised by the number of its pleased users.  
5500 Throughout the World.

May be operated from any power.

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ATLANTA. FORT WORTH. KANSAS CITY. SEATTLE.

ers; Joseph Conron, president of Conron Bros. Company; Dr. J. H. Senner, publisher of The National Provisioner, and Paul I. Aldrich, editor of The National Provisioner. At Cleveland the party was joined by W. L. Bryans, of the Swope, Hughes, Waltz, Benstead Company, and D. H. Bender, of Wm. Bender & Son, Jersey City.

As the train pulled into the La Salle street station in Chicago the party held an impromptu mass meeting, and passed a vote of thanks to Messrs. Rohe for their voluntary act in providing such delightful entertainment for the New Yorkers, and the trip wound up with three cheers and a tiger for the biggest and best-liked pork packer in New York. There was much joy in this crowd later when Charles Rohe was elected chairman of the Executive Committee of the association by the unanimous vote of the convention.

#### ON THE CHICAGO TRIP.

A. Lester Heyer is a humorist as well as an orator.

He's all right! Who's all right? Why, Charley Rohe, of course! Also cousin Albert.

Joe Conron was the best-natured of all the victims after that 3 A. M. raid of Fred Figge's Indians.

Charley Schane and Joe Conron swapped reminiscences of the free lunches of many years ago up in Harlem.

Wm. G. Wagner, secretary of the New York Butchers' Dressed Meat Company, looked happy and (as usual) well dressed in his new seat on the band wagon.

The New York Central's dining car service was rotten, and it was fortunate that Rohe & Brother were there with their "Good Samaritan" act. It made a big hit.

The depot master at Rochester will not forget the New York bunch soon. His platform looked like the scrap pile back of an iron foundry when the train pulled out.

Mr. George Washington Simmons, of the Pullman Company, and his tenor voice were a prominent feature of the trip West. Both had to be sent to the hospital after it was over.

There were twenty-four in the New York party, but it would have been a crowd just the same had Charles Rohe and E. W. Penley, the big Maine pork packer, been the only ones in it.

Nobody ever thought Fred Figge, of Brooklyn, was such a practical joker until after he hired that band of Indians to make night hideous on the Lake Shore Limited last Saturday night on the way to the convention.

#### ARTHUR BIGLAND IS HERE.

The steamship Lusitania, which arrived here at the close of the week, had as a passenger Arthur Bigland, representing the big brokerage house of Bigland Sons and Jeffries, Liverpool.

#### NEW YORK MEAT SEIZURES.

The Department of Health of the City of

New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending October 5, 1907, as follows: Meat—Manhattan, 27,251 lbs.; Brooklyn, 5,909 lbs.; Richmond, 775 lbs.; total, 33,935 lbs. Fish—Manhattan, 5,630 lbs. Poultry and game—Manhattan, 3,290 lbs.; Brooklyn, 1,610 lbs.; Bronx, 150 lbs.; total, 5,050 lbs.

## MORTGAGES, BILLS OF SALE

### Butcher, Fish and Oyster Fixtures

The following Chattel Mortgages and Bills of Sale have been Recorded

#### MANHATTAN MORTGAGES.

Adolph, N., 1135 Third Ave.; H. Brand.  
Bileiweiss, A., 353 E. 120th; Bressman & Kaplan.  
Breinde, F., 713-15 Wendover ave.; S. Straus.  
Cavallaro, S., 5 James; J. Levy Co.  
Cohen, B., 306 E. 8th; F. Lesser.  
Ederes, M., 186 E. Third; R. Malter.  
Greenberg, B., 18 W. 117th; H. Schwartz.  
Goldenberg, S., 611 E. 11th; H. Brand.  
Greenberg, H., 26 Rutgers; H. Brand.  
Hanss, L., 604 E. 16th; F. Lesser.  
Haft, J., 14 Jackson; J. Levy Co.  
Kleinerman & Gaschovitz, 613 E. 11th; H. Brand.  
La Selva, G., 125½ Thompson; H. Brand.  
Maglino, G., Zerega Ave. and Butler Pl.; J. Levy Co.  
Michalewitz, M., 306-8 E. 103rd; J. Levy Co.  
Pellerino, D., 448 E. 117th; H. Brand.  
Porges, S., 355 Pleasant Ave.; H. Brand.  
Warin, S., 108 E. 103rd; F. Lesser.

#### MANHATTAN BILLS OF SALE.

Lowenstein, L., 129 Amsterdam Ave.; M. Bruehl.

#### BROOKLYN MORTGAGES.

Barish, Tobias, 38 Humboldt; Benj. Metzger.  
Backes, J. M., 18th Ave. and Rutherford Pl.; F. A. Alford.  
Di Anselio, Mariano, 2 Havemeyer; H. Brand.  
Dragonitti, Antonio, 2875 W. 23rd; Joseph Rosenberg.  
Goodman, Max, 983 Myrtle Ave.; Julius Levy.  
Golden, Daniel, 702 Myrtle Ave.; Levy Bros.  
Heizmann, Louis E., 1436 Flatbush Ave.; Boehm & Co.  
Leggio, Frank, 22-Garfield Pl.; Gustav Schur.  
Rosenthal, Mark, 541 Blake Ave.; Levy Bros.  
Sinajuk, Nathan, 404 Christopher Ave.; Levy Bros.  
Yannello, Pietro, and Paolo Castorine, 107 Sackett; A. Schrekinger.

#### BROOKLYN BILLS OF SALE.

Finkelstein, Ike, and Hyman Michaelson, 536 Flushing Ave.; Morris Finkelstein.  
Stern, Adolf, 1436 Flatbush Ave.; L. Herzman.

### Grocer, Delicatessen, Hotel and Restaurant Fixtures

The following Chattel Mortgages and Bills of Sale have been Recorded

#### MANHATTAN MORTGAGES.

Gelman Bros., 342 E. 8th; D. Schulden and J. Katz.

Kauffman, H., 30 Ludlow; B. Spatz.  
Krinsky, J., 420 Willis Ave.; B. Rubin.  
Katz, M., 2099 8th Ave.; Morningside C. & D. Co.  
Mehlman, L., 195 Columbus Ave.; J. S. Sills & Sons.  
Runes, I., 95 Lenox Ave.; J. Horowitz.  
Rosenthal, A., 111 E. 104th; S. Gorshano-witz.  
Schwartz, L. A., 1005 E. 141st; H. Reimann.  
Antonopulas, C., 688 6th Ave.; J. Halbren.  
Brody & Blank, 44 W. 18th; N. Radus.  
Bennett & Doyle, 78 5th Ave.; Bloomingdale, Bloomingdale, Spiegelberg & Spiegelberg.  
Baum & Raps, 1949 3rd Ave.; E. Weill.  
Brody & Blank, 44 W. 18th; J. Halbren.  
Brown, J., 111 E. 110th; J. Halbren.  
Florio & Lomancino, 339 E. 12th; N. Squicciarini.  
Fewes, J. J., 16 W. 4th; Levin Bros.  
Falk, J. & N., 137 Park Row; K. Perlmutter.  
Gersman, W., 41 W. 8th; S. Levin.  
Goldstein, R., 85 Essex; J. Halbren.  
Levin, B., 43 Rutgers; S. Levin.  
May, S., 825 Broadway; P. W. Engs & Sons.  
Pick & Porter, 1393 2d Ave.; C. Steiner.  
Reitman, Y., 226-8 E. 14th; Goldman-Schweissheimer.  
Rudman, A., 135 Ave. D.; S. Klein.  
Rossi, L., 21 Marion; C. Pagano.  
Sesestret, H., 130 W. 30th; J. Kaupp.  
Tiras & Deitch, 20 W. 17th; Nagler & Reisch.  
Tiras, M., 29 W. 17th; E. R. Biehler.  
Zucker, F., 106 E. Houston; J. Halbren.

#### MANHATTAN BILLS OF SALE.

Ehrenstein, V., 1398 2d Ave.; P. Rosenberg.  
Bross & Guttman, 1393 2d Ave.; Peck & Porter.  
Malchiodi & Carini, 247 3d Ave.; F. Brunelli.  
Novom, S., 35 Market; L. Newman.  
Perlmutter, K., 137 Park Row; J. & N. Falk.  
Stoerger, M., 747 Columbus Ave.; J. M. Capurro.  
Schulden & Katz, 342 E. 8th; Gellman Bros.  
Salamone, S., 14 Chrystie; C. Laplace.  
Sedransk, L., 59 W. Houston; M. Sedransk.  
Trenner, G. L., 736 Lexington Ave.; J. Franz.  
Vitale, A., 40 Oak; W. Ardizzone.  
Wolf, P., 717 Jackson; V. & A. Berninger.

#### BROOKLYN MORTGAGES.

Arenson, Louis, Flushing Ave.; Chas. Arenson.  
Fatje, 241 Ridgewood Ave.; Conrad D. Horsting.

#### BROOKLYN BILLS OF SALE.

Angelaks, Peter, and John Charles, Surf Ave. and Stratton Walk; Jack Charles.  
Bruhn, Fred'k, 286 Wythe Ave.; Solomon Gallin.  
Cohen, Benj. L., 1678-80 Pacific; Max S. Wulf.  
Hope, John, Emmons Ave. and E. 23d; Anna T. Johnson.  
Measner, John L., 1431 Fulton; Clarence C. Marshall.  
Wezozka, Theo., 97 N. 6th; Orestis, Tecica.  
Weisberg, Jacob, 652 Manhattan Ave.; Celia Weisberg.

#### TO GET A GOOD MAN.

Best shop help obtained through our "Wanted" department, page 128.



# YOU SEE IT COMING

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents is seen rising toward the top. Carelessness is the only excuse for pouring in too much and going beyond the capacity.

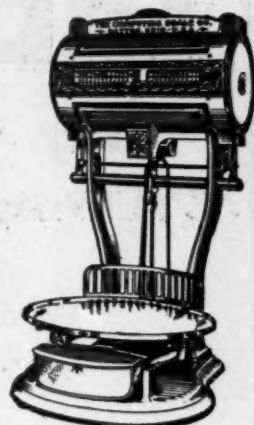
A METAL FONT is not so easily filled because you can only guess how much is in it. Experience may enable you to guess fairly close, but absolute accuracy is impossible.

OLD STYLE SCALES present the same difficulties. No weight is shown until you have too much and the scale goes down. You must either take a little out or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the correct weight or money value is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales prevent you from seeing their defects with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. The coupon will send our representative to you.



The New Low Platform No. 140  
DAYTON Scale.

Date.....  
Moneyweight Scale Co., 27 State St., Chicago  
Next time one of your men is around this  
way, I would be glad to have your No. 140  
Scale explained to me.  
This does not place me under obligation  
to purchase.  
NAME.....  
STREET and NO.....  
TOWN.....  
STATE.....

## Moneyweight Scale Co.

The Computing Scale  
Company  
MANUFACTURERS  
DAYTON, OHIO.

27 State Street, Chicago

ESTABLISHED 1868

### S. OPPENHEIMER & CO. SAUSAGE CASINGS

447-449 Wabash Avenue  
CHICAGO

96-100 Pearl Street  
NEW YORK

Telephone No. 1251 Broad

## BECHSTEIN & CO.,

Importers and Cleaners of  
**SAUSAGE CASINGS.**

New York: 50 Water Street.

Chicago: 112-114 Michigan Street.

London: 118 Great Suffolk Street.

**ILLINOIS  
CASING  
COMPANY**



### Sausage Casings

BUTCHERS AND PACKERS SUPPLIES

131 Michigan Street

CHICAGO

## F. A. HART & CO.

Importers of

### SHEEP CASINGS

EXPORTERS OF

All kinds of SAUSAGE CASINGS

3725 Halsted Street

Chicago, Ill.

## T. M. SINCLAIR & CO.

CEDAR RAPIDS, IOWA

### PORK PACKERS BEEF SHIPPERS

CARLOADS OR MIXED CARS:

DRESSED BEEF, BEEF CUTS,  
FRESH PORK, MUTTON, ETC.  
CURED HAMS, BACON, SHOULDERS,  
PURE LARDS, VARIOUS GRADES,  
FERTILIZERS, GREASE, BONES, ETC.

CAPACITY, 6,000 HOGS in 10 HOURS

See Page 128 for Wanted and For Sale Advertisements

# THE TOLEDO No. 345

**THE ONLY SPRINGLESS, AUTOMATIC,  
CYLINDER COMPUTING SCALE IN THE WORLD**

**A Scale has a double duty to perform:  
It should protect both merchant and customer.**

**THE TOLEDO PROTECTS BOTH MERCHANT  
AND CUSTOMER**



## **BECAUSE**

- It has no springs; therefore is always reliable.
- It is automatic; therefore avoids errors due to hand operations.
- It is not affected by changes in temperature; therefore when once balanced, it stays balanced.
- No air pumps to clog up and cause friction.
- It guarantees honest weight and values.
- It shows the customer the exact weight of his purchase.
- It always gives exact weight.
- No mental calculations. No guessing.
- It positively stops overweight.
- It compels clerks to be accurate.
- It protects the merchant from the danger of shortweighting his customer.
- It saves time, labor and money.
- It pays for itself.
- It increases the merchant's most valuable asset—his list of satisfied customers.

SEND FOR CATALOGUE N

**TOLEDO COMPUTING SCALE CO.**

**Makers of Honest Scales**

**TOLEDO, OHIO, U. S. A.**



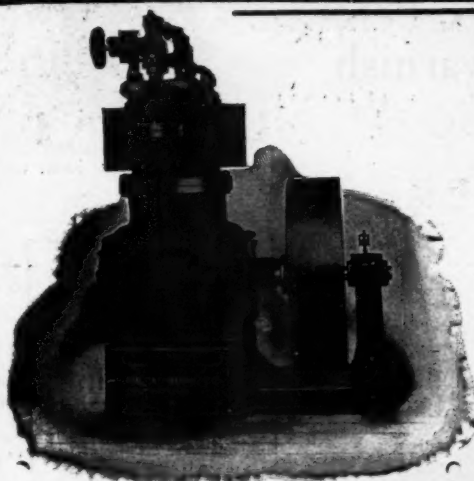
**FRICK COMPANY**

Waynesboro, Pa.

**ENGINEERS and BUILDERS**

High Grade  
Refrigerating and Ice Making  
Machinery

Send for the "Red Book" Free Plans and Estimates without cost

**Remington Ice and Refrigerating Machines**

COMPLETE PLANTS INSTALLED  
AND GUARANTEED . . . . .

ICE MAKING—CAN OR PLATE SYSTEM

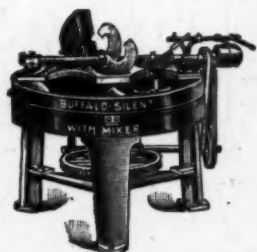
REFRIGERATION—DIRECT EX-  
PANSION OR BRINE SYSTEM

The REMINGTON Ice Machine is the STANDARD Machine of small capacity.  
Beware of IMITATIONS, buy the ORIGINAL, it is the best . . . . .

— MANUFACTURED ONLY BY —

**REMINGTON MACHINE CO.**  
Wilmington, Del.

**Latest Improved BUFFALO SILENT BALL BEARING Cutter**  
**THE WORLD'S GREATEST MEAT CUTTER.**



Buffalo Ball Bearing Silent  
WITH MIXER.

A MONEY MAKER.



Iron Frame  
GRIND STONE.



Upright Stuffer



LARD MIXER



Buffalo  
Chopper



Sauer Kraut  
Cutter  
5 Sizes at Low Prices.



Pig Foot Splitter

All Manufactured by **JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.**

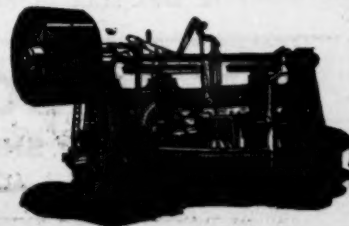
**OUR MACHINERY** is UP-TO-DATE, DURABLE—  
and Substantial in Construction

MANY years of practical experience have enabled us to find out the wants of  
the trade, and we are now prepared to offer the trade a complete line of  
machinery for the manufacture of Fertilizers. Complete plants a specialty

**WE MAKE**

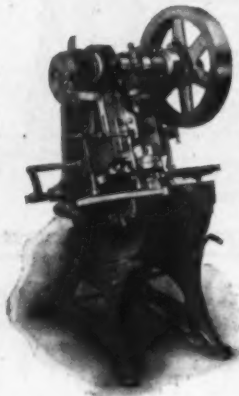
DISINTEGRATORS, SCREENS, MIXERS,  
ELEVATORS, DOUBLE MIXERS,  
CRUSHING ROLLS, ROCK and BONE CRUSHERS, ROCK PULVERIZERS

**STEDMAN FOUNDRY & MACHINE WORKS** Aurora, Ind.



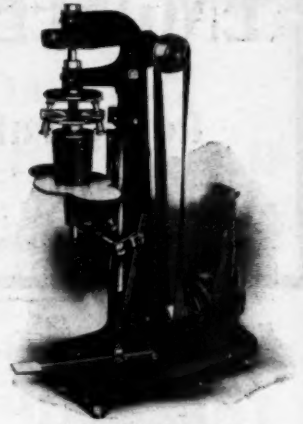
# McDONALD MACHINE CO.

## CHICAGO, ILL.

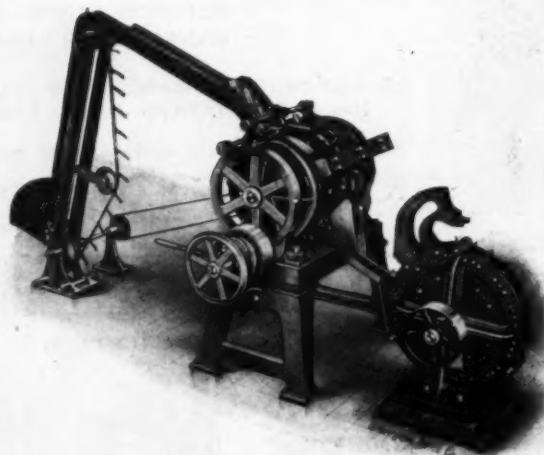


AUTOMATIC POWER PRESS.

**M**anufacturers of all kinds of Can Making Machinery for lard pails, meat, fruit, vegetable, fish, condensed milk, lye, baking powder, paint, varnish cans, etc.

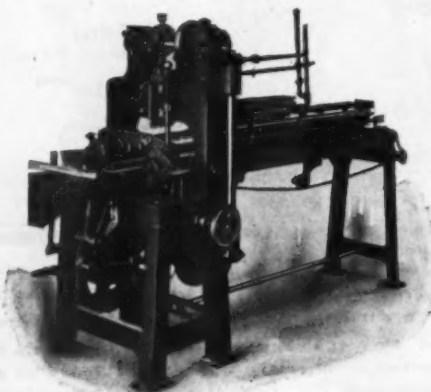
SWIVEL HEAD CRIMPER.  
For crimping the Summer covers on lard pails.

**C**omplete automatic and semi-automatic can making outfits, also machines to operate by hand or foot power.



AUTOMATIC ROTARY HEADER AND CRIMPER.

**M**achines for Capping, Filling and Tin Cleaning. Air Compressors, Presses, Dies, etc.



AUTOMATIC LOCK SEAM BODY-MAKER.

We make anything and everything used in a first-class tin factory.

**SEND FOR CATALOGUE**



AUTOMATIC CAN TESTING MACHINE

# McDONALD MACHINE CO.

32d STREET AND SHIELDS AVE.

CHICAGO, ILL.



# ILLINOIS CASING COMPANY

## CHICAGO

## Directory of Representative Manufacturers

### PITTSBURG PROVISION & PACKING CO.,

Union Stock Yards  
PITTSBURG, PA.

#### BEEF and PORK PACKERS

Manufacturers of

Oleo Oils, Oleo Stearine, Tallow, Greases, Beef Casings, Fertilizers, etc.  
Crescent Brand Hams, Lard, Breakfast Bacon

All Our Products are U. S. Government Inspected.



### C. KLINCK PACKING COMPANY

NATIONAL  
BRAND OF  
PROVISIONS

#### PORK AND BEEF PACKERS

DAISY  
BRAND OF  
LARD

EAST BUFFALO, NEW YORK

### NORTH PACKING & PROVISION CO.

Packers, Jobbers and Exporters of Provisions

MANUFACTURERS NORTH STAR BRAND PORK PRODUCTS

New York Office  
444 PRODUCE EXCHANGE

Boston Store  
33 and 34 NORTH MARKET ST.

General Office and Packing Houses  
SOMERVILLE, MASS.

THE LARGEST PORK PACKERS IN THE SOUTH

### STREETT & CORKRAN CO.

CURERS OF THE CELEBRATED "ORANGE" and "BUSY BEE" brands of HAMS and BACON  
Refiners of the "DIAMOND" and "SPECIAL" brands of LARD

UNION STOCK YARDS - - - - - BALTIMORE, MD.



### "IOWA'S PRIDE" HAMS AND BACON

JOHN MORRELL & CO., Ltd., Packers, Ottumwa, Iowa

### CHARLES ROESCH & SONS CO. SLAUGHTERERS AND PACKERS

"Standard" Brand Hams and Bacon

PHILADELPHIA

ATLANTIC CITY

### INDIANAPOLIS ABATTOIR CO., Indianapolis, Ind.

#### Beef & Pork Packers

SHIPPERS OF DRESSED BEEF AND HOGS

MIXED CARS A SPECIALTY

QUOTATIONS FURNISHED ON APPLICATION

NEW YORK BRANCHES: 48 and 50 Tenth Ave., and 131st St. and Twelfth Ave.

PHILADELPHIA BRANCH:  
Cor. Ridge Ave. and Noble St.

### ADAMS BROTHERS CO., General Offices: West Washington Market, New York City.

EASTERN REPRESENTATIVES:

OMAHA PACKING CO., ANGLO-AMERICAN PROVISION CO., FOWLER PACKING CO.

BRANCHES: New York—West Washington Market, Manhattanville, Fort Greene Place, Barclay St. Philadelphia—Delaware Ave. West Philadelphia—Market St.

CONSIGNERS: PRINCIPAL EASTERN CITIES.

BEEF, MUTTON, VEAL, PORK LOINS, RECEIVERS OF DRESSED POULTRY.

### BERKSHIRE HAMS and BACON

CURED BY MILLER & HART, (INC.)

CHICAGO

Buyers of Green Meats

Sellers of Cured Products



## Dealers and Brokers

### THE T. H. WHEELER CO.

Live Stock and Dressed Meats

VEAL, MUTTON, LAMB, HOGS, GAME, SMOKED MEATS and PROVISIONS

17 and 19 Tenth Avenue, W. Washington Mkt., New York

References: Gansevoort Bank, New York; The G. H. Hammond Co., Chicago; Hyde Wheeler Co., Boston.

### HALSTEAD & CO. PACKERS and PROVISION DEALERS

Packhouse: 304 17th St., Jersey City, N. J.

Office: 237 Produce Exchange, New York.

Registered Cable Address "Roomfull," New York.

### H. SCHEIDEBERG,

(Established 1870)

Manufacturer and Dealer in all kinds of **SAUSAGE CASINGS**, and direct Importer of **ENGLISH SHEEP CASINGS**. Best Sausage Casing of Every Description. 212 18th St., JERSEY CITY

### The North American Provision Company

MORRIS SCHWABACHER, President

City Office: 4 Sherman Street, Opposite Board of Trade. Warehouse: Union Stock Yards, Chicago

**COLD STORAGE AND GENERAL WAREHOUSEMEN**

Storage free on application. Cash buyers of Pork Products, etc. Liberal advances made on consignments. Storage solicited.

Phone: 4900 Chelsea

Cable Address: Silz-New York

### A. SILZ

Commission Merchant and Dealer in Foreign and Domestic

**POULTRY AND GAME**

416-418 WEST 14TH STREET, NEW YORK

### BERTH LEVI & CO.

Sausage Casings

Importers and Exporters

CHICAGO, ILL. NEW YORK, N. Y.

310 Washington St. 62 Pearl St.

### C. B. CONSTOCK

Refrigeration

Architect and Engineer

Union Stock Yards

Herr's Island, Pittsburgh, Pa.

Specialist in the DESIGNING and BUILDING of PACKING HOUSES, ICE, POWER and CREAMERY PLANTS. Upon application I will send to prospective builders a partial list of PLANTS I designed.

Telephone 2845-79th Established 1870

### FRED. LESSER

Dealer in

**FAT, SUET, CALF SKINS and BONES**

No. 1686 Avenue A

bet. 58th and 59th Streets NEW YORK

### HERMAN BRAND

Dealer in

**Fat, Calfskins, Suet & Bones**

404 East 48th St., New York

SW Wagons visit all parts of the City—Country orders solicited.

NEW YORK

BOSTON

PHILADELPHIA

ESTABLISHED 1874

### M. Zimmermann Co.

MANUFACTURERS OF AND WHOLESALE DEALERS IN

THE CELEBRATED VIENNA

**BOLOGNAS, SAUSAGES,**

AND ALL KINDS OF

**FRESH MEATS & POULTRY.**

MANUFACTURERS AND DEALERS IN ALL KINDS OF

**KOSHER PROVISIONS**

PACKERS OF TONGUES  
SMOKED AND PICKLED BEEF

318 to 324 E. HOUSTON ST.

Largest place of its kind in this City

NEW YORK

### The Danahy Packing Company

Lard Refiners **PORK PRODUCTS** Sausage Makers

Pure Food Products—"Snow Flake" Brand, Open Kettle Rendered Pure Leaf Lard, Sugar Cured Smoked Meats, Sausage of Quality, Spiced, Pickled Meats, etc. **BUFFALO, N. Y.**

### JOSEPH STERN & SON

Successors to Stern & Metzger

**WHOLESALE BUTCHERS**

Abattoirs, 616, 618 and 620 W. 40th St.

Salesrooms, 617, 619 and 621 W. 39th St., N. Y.

Best Quality of City Dressed Refrigerated Beef Always on Hand.

### OTTENHEIMER BROS.

Cleaners and Importers of

**Sausage Casings**

**BUTCHERS' TOOLS, FIXTURES and MACHINERY**

Office and Salesroom:

221 SO. EUTAW STREET, BALTIMORE, MD.

### C. H. REED'S SONS

Wholesale and Retail

**Provision Dealers**

185 and 187 First Ave.,

Between 11th and 12th Streets, NEW YORK

Telephone, 1872-18th St.

### A. STECHER

Manufacturer and Dealer

**SAUSAGE CASINGS**

45th St. and Centre Ave., CHICAGO

Union Stock Yards

POULTRY  
AND GAME  
BEEF CASINGS  
DRIED BLOOD  
GROUND BONES  
HORNS  
CATTLE SWITCHES

AMERICA'S GREATEST ABATTOIR  
**THE NEW YORK BUTCHERS**  
DRESSED MEAT COMPANY



OLEO OILS  
STEARINE  
TALLOW  
FERTILIZER  
SELECTED HIDES  
CALF SKINS

GENERAL PACKERS AND EXPORTERS, ABATTOIR, 11th Avenue, 38th to 40th Streets, NEW YORK

## WANTED AND FOR SALE

✧ Advertisements under this head \$1.00 per inch per insertion ✧

### WANTED

by a large firm, experienced butchers' supply salesmen for Western, Central and Eastern territories. Address, stating experience, Box 136, care National Provisioner, New York.

### WANTED

Provision salesman for Western States. Must be experienced, sober and reliable. Address Box 133, care The National Provisioner, New York.

### FOR SALE

Second-hand 4x16 fertilizer dryer. Good as new. Address Box 131, care The National Provisioner, New York.

### WANTED

By well established brokers in packing house products accounts for New England of some cottonseed oil refining concern and manufacturer of compound lard. Can furnish satisfactory references as to standing and responsibility. Address Box No. 140, care The National Provisioner, New York, N. Y.

### FOR SALE

Steam-jacketed kettle. Will sell cheap to quick buyer. Address Box 134, care The National Provisioner, New York.

### WANTED

Position by oil refiner of several years' experience. Packinghouse oils a specialty. Address Box 130, care The National Provisioner, New York.

### WANTED

A man competent to take charge of a slaughter house who can make first-class sausages and understands curing meats; in short, an all-around butcher. Address Latrobe Ice & Provision Co., Geo. Seiler, Mgr., Latrobe, Pa.

### FOR SALE

**REAL BARGAINS HERE**  
**PURCHASING DEPARTMENT**

**Morris & Company,**

**U. S. YARDS, CHICAGO**

- 1—No. 100 Hottman Steam Stuffer.
- 1—No. 32 Buffalo Silent Cutter.
- 1—Triumph Double Mixer.
- 1—No. 66 Enterprise Grinder.
- 1—No. 10 Wilson Bone Grinder.
- 1—Buffalo Lard Mixer, Jacketed.
- 1—Sq. Jacketed Kettle, 40" x 5' x 2' 6" on legs.
- 1—Round Jacketed Kettle, 30" x 33".
- 2—Sheet iron tanks 4½ x 8½ x 3½.
- 1—Hydraulic Lard Press and Pan.

### WANTED

Sausage salesman who understands both manufacturing and distributing. Address Box 132, care The National Provisioner, New York.

### FOR SALE

Second-hand filter press, 18-inch plates, 24 plates. Corner feed. Address Box 128, care The National Provisioner, New York.

# THE NORTHROP COMMISSION COMPANY

615 Postal Telegraph Building, CHICAGO

G. T. NORTHROP, Pres.

<p><b>OLEO OIL</b></p> <p><b>NEUTRAL LARD</b></p> <p><b>TALLOW</b></p> <p><b>LARD</b></p>	<p><b>COTTON OIL</b></p> <p><b>STEARINES</b></p> <p><b>GREASES</b></p> <p><b>FERTILIZER</b></p>	<p><b>LARD OIL</b></p>
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**To be up to date get our Wednesday  
Circular Letter**



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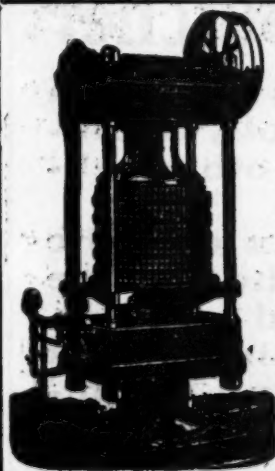
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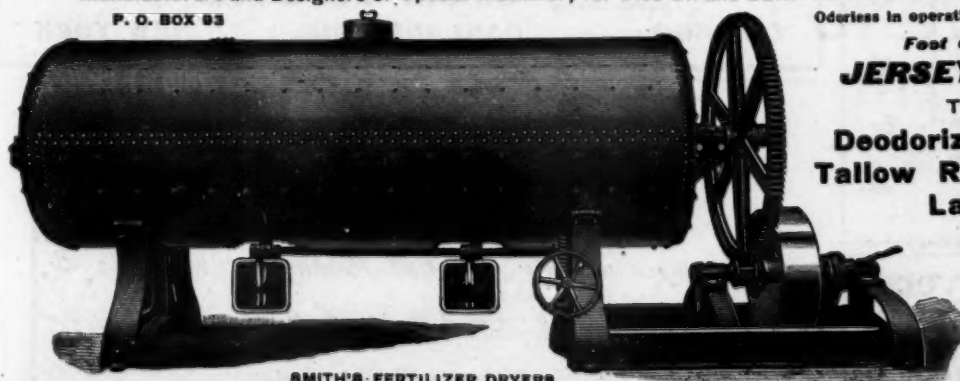
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Streit & Corkran Co.  
Swift & Company.  
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Pacific Coast Borax Co.

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Mechanical Mfg. Co.  
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Danahy Packing Co.  
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Indianapolis Abattoir Co.  
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Springfield Provision Co.  
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Wheeler, T. H., Co.  
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Cincinnati Butchers' Supply Co.  
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Platt Iron Works Co.  
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U. S. Automatic Ice Machine Co.  
Vogt, Henry, Machine Co.  
Wolf, F. W., Co.

### REFRIGERATING MACHINE SUPPLIES.

Triumph Ice Machine Co.  
Wolf, F. W., Co.

### REFRIGERATING PIPE.

Triumph Ice Machine Co.  
Wolf, F. W., Co.

### ROOFING.

Bird, F. W., & Son.  
Standard Paint Co.

### SAL SODA.

Heller, Harry, & Co.  
Welch, Holme & Clark Co.

### SALT.

Heller, Harry & Co.  
International Salt Co.

### SCALES.

Brecht Butchers' Supply Co.  
Cincinnati Butchers' Supply Co.  
Moneyweight Scale Co.

### SCREENING MACHINERY.

Jeffrey Manufacturing Co.  
Stedman Foundry & Machine Works.

### SILICATES OF SODA.

Welch, Holme & Clark Co.

### SKEWERS.

Brecht Butchers' Supply Co.  
Orider, H. N.

### SOAPMAKERS' MACHINERY.

Brecht Butchers' Supply Co.  
Mechanical Mfg. Co.  
Stedman Foundry & Machine Works.  
Taber Pump Co.

### SOAPMAKERS' SUPPLIES.

Welch, Holme & Clark Co.

### SODA ASH.

Heller, Harry, & Co.  
Welch, Holme & Clark Co.

### SPICES.

Brecht Butchers' Supply Co.  
Fischer Mills.  
Heller, Harry, & Co.

### SPICE GRINDERS.

Brecht Butchers' Supply Co.  
Smith's, John E., Sons Co.

### SUPPLIES FOR BUTCHERS.

Allbright-Nell Co.  
Brecht Butchers' Supply Co.  
Cincinnati Butchers' Supply Co.  
Gehret Brothers.  
Heller, Harry, & Co.  
Mechanical Mfg. Co.  
Ottenheimer Bros.

### TALLOW TRIERS.

Ferrin, W. R., & Co.

### TANKAGE GRINDING MACHINERY.

Stedman Foundry & Machine Works.

### TANKS.

Brecht Butchers' Supply Co.  
Cincinnati Butchers' Supply Co.  
Smith, Theo., & Son Co.  
Wannenwetsch & Co.

### TRACKING.

Allbright-Nell Co.  
Brecht Butchers' Supply Co.  
Cincinnati Butchers' Supply Co.  
Mechanical Mfg. Co.  
Ferrin, W. R., & Co.

### VALVES.

Jenkins Bros.  
Powell, Wm., Co.



